

# SPOTLIGHT

OCTOBER 2022



# GAME SPEED





# MOVING AT GAMESPEED



## Steve Greer

Chief Executive Officer  
American Income Life &  
National Income Life Divisions

*"Always remember, your focus determines your reality."*

– George Lucas

**O**ur vision – where we as a company to be – is \$1 billion of annual production. I'm the first one to admit that this goal, this vision has been around for a long time. In fact, we've been talking about being a billion-dollar company since the time of Roger Smith. That would be our legendary former CEO, for the newbies. There are probably those who think that because we've been talking about it for so long, \$1 billion is not doable.

Nobody said it would be easy. Nobody said it would happen overnight. It is doable...

but not doing what we are currently doing at the rate we are doing it. We must create a new normal.

If we want to fulfill our mission of helping working families and our associates build a legacy for their families while aiming for our billion-dollar vision, we need to recruit, train, and retain our people like we mean it! This is the new normal!

We need to stop doing business in practice mode and start playing for keeps. That is the key to our 2023 theme. We need to be operating at Gamespeed.

The logic behind this sports term is that the speed and intensity during practice should be the same as the game itself because practice speed can't fully prepare us for the speed and intensity of the actual game. And like so many other sports analogies, this one also corresponds to our business perfectly.

We are well aware that agent training is hard and those first few weeks are super intense. We understand the need for our agents to get into the game as fast as possible because they aren't making any money unless and until they are released. The other side of that is that if our agents aren't out there

selling and making money, neither are we. It's common sense.

Like many people, I do jiu-jitsu to stay in shape, not just physically but mentally and spiritually – it's a total workout. In class, you do drills to teach you the moves at speed so that later on in the class when you're sparring, muscle memory kicks in and you don't get your butt handed to you.

It was the same kind of thing when I trained for this position with Roger at my side for two years. When Roger left, I was thankful every day that he had me working at Gamespeed ... and that I had a winning Home Office management team and our SGAs to back me. And I am still thankful.

We must act like every day is game day – because it IS! We must play as though lives depend on it — because they do!

We must operate at Gamespeed to become the BIG company we want to be so we can help more people, exert more influence, and change even more lives. Let's not wait for a new year to put this into play. Let's start right now – today – to play for keeps at Gamespeed so we can finish 2022 strong and smash into 2023! 🚀

## SPOTLIGHT

**ARC.AllLife.com/Spotlight.aspx**  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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## NEWS

## OCTOBER 2022

VOL. 55 NO. 10

### SGA Career Track

#### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



### Required Retention Rate

**Effective Jan. 1, 2022**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

**Retention: 74.0%**  
**Net to Gross: 80%**

### Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Wednesday 11/23 before 2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Monday 11/28**. eApp business excluded from the 7 day hold should be uploaded by **Wednesday 11/30 before 4:30 p.m. CST** to count for **November** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

**\$7,693,146**

**in total BONUSES were paid out this month by AIL and NILICO.** For more information on the monthly bonuses, turn to **Pages 42-50**.

**\$9,678,633**

**in total August RENEWALS were paid out in September to 5,618 total agents.**

**Notes of Importance** To encourage each self-employed PR Rep to save for their retirement, AIL/NILICO offers each of you an opportunity to receive matching bonus contribution funds into a qualified retirement account as a self-employed PR Person based on your years of service. The rules are slightly different for U.S. and Canadian contributions. It is important to review the specific details regarding contribution funds in the UFCW 1518, OPEIU 277 and UNIFOR 247 union agreements. For more information, contact **Tonia Stonum** at [TStonum@aillife.com](mailto:TStonum@aillife.com).

**SPOTLIGHT DIGITAL**  
is now on the web!

**Spotlight.AILAgents.com**

Username: **AIL**  
Password: **allin2022!**

See your SGA or manager if you need assistance.

**\* Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2023 Awards Presentation are: the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2023 Convention Qualifications online at [ARC.AllLife.com](http://ARC.AllLife.com) or [ARC.NILife.com](http://ARC.NILife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to stay at **The Grand at Moon Palace** in Cancun, Mexico. The convention will be held **May 3-6, 2023**.



**LOOK FOR ME!**

# ANNIVERSARIES

## 42 YEARS OF SERVICE

Eric Gigione, SGA

## 40 YEARS OF SERVICE

Rick Altig, SGA

## 37 YEARS OF SERVICE

Ted Schilling, AGT

## 31 YEARS OF SERVICE

David Hausman, AGT

## 26 YEARS OF SERVICE

Joey Kennedy, GA

## 24 YEARS OF SERVICE

Pamela Drury, AGT

## 21 YEARS OF SERVICE

Kevin Appasamy, RGA

## 19 YEARS OF SERVICE

Matthew Melhorn, GA

## 19 YEARS OF SERVICE

Corey Neff, SGA

## 18 YEARS OF SERVICE

Richard Barbour, AGT

Laura Fisher, SGA

Bobby Hamilton, RGA

Eugene Kashkin, AGT

## 17 YEARS OF SERVICE

Andrea Barenholtz, AGT

Lamine Diakhate, AGT

Craig Strompf, MGA

## 16 YEARS OF SERVICE

Patrick Bendure, SGA

Andrew Haskins, AGT

John Keliher, PR

Orett Nelson, AGT

Jeffery Thiel, RGA

## 15 YEARS OF SERVICE

Stephen Jubrey, SGA

Ryan McIntosh, RGA

## 14 YEARS OF SERVICE

James Hill, SGA

Tien H Nguyen, AGT

Stephanie Novel, AGT

Brian Ryan, PR

## 13 YEARS OF SERVICE

Maurice Baritz, MGA

Djenabou Diallo, AGT

Lalitha Janardhanan, MGA

Ariana Jones, GA

Olga Tsymbal, AGT

## 12 YEARS OF SERVICE

Darrell Asbell, RGA

Matthew Conrad, RGA

Patrick Donovan, RGA

Dyoma Ramirez-Robles, AGT

## 11 YEARS OF SERVICE

Andre Bent, RGA

Yussuf El-Zein, RGA

Bryan Froneberger, AGT

Kyle Lewicki, SGA

Albert Serur, SGA

Carlo Trinidad, MGA

## 10 YEARS OF SERVICE

Daniel Bean, SA

Juanita Burton, AGT

Alex Smith, AGT

Ifeanyi Ufondu, AGT

## 9 YEARS OF SERVICE

George Connell, AGT

Michael Cooper, PR

Andrew Hynan, RGA

Joachim Jean, AGT

Kevin McKeen, PR

George O'Shea, SGA

Tobe Pope, AGT

Tiffani Tavormina, AGT

## 8 YEARS OF SERVICE

Toni-Ann Allen, MGA

Richard Bentley, AGT

Matthew Cessna, AGT

Tami Chaimov, RGA

Derek Foore, RGA

Amanda Peterson, RGA

Takiyah Smith, GA

Shayla Williamson, MGA

## 7 YEARS OF SERVICE

Behrad Baghbanian, RGA

Morgan Breier, PR

Maurice Coleman, GA

Danielle Morales, AGT

Francesca Veltri, RGA

## 6 YEARS OF SERVICE

Carmen Arroyo, MGA

Trevor Bailey, GA

Taulant Bane, RGA

Johnathon Bogoslawski, SA

Gloria Feltz, AGT

Drew Herstine, GA

Sylvain Kalombo, RGA

Kevin Kondrad, AGT

Young Lee, AGT

Michelle Olivo, MGA

Dulce Paz, GA

Harjeet Rana, MGA

## 5 YEARS OF SERVICE

Erin Spinelli, SA

Crystal Williams, SA

Robert D Williams, GA

Nathan Brace, GA

Monique Casey, SA

Nicholas Davis, MGA

Tristan Dlabik, SGA

Russell Erhardt, SA

Michael Ezeafulukwe, SGA

Adam Gignac, GA

Edward Hudson, AGT

Avion Johnson, MGA

Jeffery May, GA

Andrew McAllister, MGA

Aref Sayegh, AGT

James Sodan, RGA

## 4 YEARS OF SERVICE

Mauro Capozucca, SGA

Keiva Council, GA

Colin Desnoyers, SA

Leah Marie Fielding, AGT

Sierra Hartwig, GA

Kingsley Ibeh, RGA

Robin Kim, AGT

Hans Klink, AGT

Martha Lowe, SA

Edward Muniz, AGT

Eric Okoemu, GA

Victor Romero, GA

Joanna Salazar, SA

Erin Spinelli, SA

Anthony Almeida, SGA

Frederick Baltimore, AGT

Nathan Brace, GA

Monique Casey, SA

Nicholas Davis, MGA

Daniel Zotter, RGA

## 3 YEARS OF SERVICE

Christopher Applegate, AGT

Raymon Ashley, SA

Ramando Bernard, GA

Jacoby Barry, SA

Samuel Benton, SA

Jamie Beuschel, GA

Selale Booher, MGA

Stephanie Brockman, GA

Alyssa Buchite, GA

Michelle Burton, SA

Angellese Camacho, GA

Wade Campbell, AGT

Daniel Carrera, AGT

Robert Houston, AGT

Kari Johnson, SA

Rodney Jones, MGA

Jacob Krakora, MGA

Lambert McElrath, GA

Joseph Michelin, MGA

Kristi Mills, MGA

Mario Montes Santiago, GA

Robert Roddini, AGT

William Rol, PR

Cash Sampson, MGA

Tristan A Smith, GA

Endy Surriel, SA

Patrina Thomas, SA

Marc Verdejo, AGT

## 2 YEARS OF SERVICE

Aisha Ahmad, AGT

Olalekan Akinnusi, SA

Leyda Ayala Zeno, GA

Jacoby Barry, SA

Samuel Benton, SA

Jamie Beuschel, GA

Selale Booher, MGA

Stephanie Brockman, GA

Alyssa Buchite, GA

Sabra Bunes, AGT

Kathryn Grant, SA

Zackarea Hakim, MGA

Joseph Hogue, GA

Frederick Holguin, GA

Julie Carrier, SA

Isabella Celli, AGT

Hector Cruz, GA

Christopher Curry, AGT

Christopher Dark, MGA

Malik Davis, MGA

Velvet De Sousa Dagostino, GA

Tanya Diaz, MGA

Meg Dixit, SA

Heidi Dougherty, AGT

Amy Durr, GA

Kimberly Ellis, MGA

Robert D Williams, GA

Endy Surriel, SA

Patrina Thomas, SA

Marc Verdejo, AGT

## 2 YEARS OF SERVICE

Aisha Ahmad, AGT

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Selale Booher, MGA

Stephanie Brockman, GA

Alyssa Buchite, GA

Sabra Bunes, AGT

Kathryn Grant, SA

Joseph Hogue, GA

Frederick Holguin, GA

Mohammed Khurshid, AGT

Jacob Krieger, GA

Evelyn Leon-Perez, MGA

Vanessa Liddell, AGT

Kurt-James MacMillan, MGA

Savannah Marjamaa, SA

Chakeena Martin, AGT

Betania Maury Cermenio, AGT

Anaka Moss, GA

Joseph Patterson, GA

Olivia Pitre, MGA

Kimberly Ramirez, SA

Patrick Ramos, AGT

Jacob Reiter, GA

Sean Saigeon, MGA

Sabrina Sloan, AGT

Sabrina Smith, GA

Steven Smith, SA

James Ganci, GA

Danielle Gilmore, SA

Kevin Gomez, SA

Jennifer Harris, GA

Phillip Harris, GA

Jennie Hayes, AGT

Tristian Haynes, SA

Daniel Hensley, AGT

Daniel Hirsch, AGT

Alvin Johnson, SA

Drew Johnson, GA

Rohan Johnson, SA

Nicole Yates, AGT

Latasha Young, SA

## 1 YEAR OF SERVICE

Ahmadyusuf Ahmadjamshid, GA

Traci Alderman, SA

Mateo Andrade Barrera, AGT

Rommel Armada, MGA

Jason Ashline, MGA

Yendy Avellaneda, GA

Lilibeth Avila, AGT

Shawn Ayoub, SA

Shanaya Barnhart, SA

Adrianne Bauer, AGT

Shaela Beechem, GA

Matthew Bindert, SA

Noah Bland, AGT

Lona Burke, AGT

Lindsay Cary, SA

Ana Cimarosti, AGT

Pedro Colls Nunez, SA

Mariah Cooper, SA

Giancarlo Coppola, GA

Robert Counts, AGT

Sean Creal, AGT

Benjamin Cubas, AGT

Kyle Dance, SA

Danielle Darcy, AGT

Gabriel Del Vecchio, AGT

Lonnie Desbien, AGT

Riley Donovan, SA

Carolyn Edgar, SA

Connor Fox, SA

Alexandra Gasper, AGT

Katie Gernigin, MGA

Tyler Ghormley, SA

Jason Goines, GA

Nicholas Goldthwait, AGT

Christopher Gulick, SA

Carson Haney, AGT

Jordan Harold, AGT

Roger Harris, AGT

# THE LAW OF THE PRICE TAG



**Jason Beckman**  
Division Vice President  
PR Field Operations

**G**amespeed! Finally, a Company theme I know a little something about! I love sports and everything that comes with it — the grit and grind of practice to the pageantry of the game to the thrill of victory and the pain of losing. I follow several coaches at all levels on social media because I enjoy the perspective they offer and recently came across a post from @CoachJonBeck on Twitter who shares the qualities of different types of players:

- Bad players don't take much seriously.
- Average players take games seriously.
- Good players take practice and games seriously.
- Great players take academics, nutrition, warm-ups, independent work, weight room, conditioning, film, practice, and games seriously.

Every team in business and sports has players who come from different backgrounds, have unique personalities, and are motivated by different things. At AIL-NILICO, we have the privilege to work for a Company that motivates us with the opportunity to make a difference for families and the communities they live in, unlimited earning potential, limitless recognition, and the ability to compete against yourself and others.

From my perspective, working for this Company and being successful comes at a price, the "Law of the Price Tag," if you will. Bad players — and I don't think we have any bad players — will not succeed here because if you don't take what we do seriously, you don't belong here. Most average players are comfortable with their situation, choose to do the bare minimum, and only wish to exist as a member of the team.

The good players on our team show up and do everything right. They practice their craft whether it be as a PR Rep or an agent because they know they only get one chance at making a good first impression. They take the responsibility they have to protect working families seriously and are disappointed when a potential group or family doesn't.

The great players on our team — and we have many of them — are the "tip of the iceberg" kind of people. They're the superstars that everyone wants to be like and have what they have. What separates them from the pack is their level of dedication. They choose to be the hardest working person on the team. They are persistent, arrive early, and work the latest. They're comfortable with rejection but always find a way to turn that into a learning opportunity. Great players sacrifice doing the things they want to do for the things they need to do. They're the most disciplined and understand there will be criticism, doubt, risk, and failure. However, they understand it is all just a part of the journey.

It's going to take all types of players playing at Gamespeed for the PR Team to reach two million leads and the Company to hit \$1 billion in ALP. The one thing I know regardless of what type of player we attract to our team is that hard work beats talent when talent doesn't work hard. 🙌

# QB PR Contributions

- A. Philip Randolph Institute**
- BC Federation of Labour** — Convention
- Business for a Fair Minimum** — Contribution in Support of the Minimum Wage Campaign
- Central Indiana Labor Council, AFL-CIO** — Laborfest Sponsorship
- Colorado AFL-CIO** — Table at Convention
- Economic Policy Institute** — Support of the "Think Tank"
- Florida Education Association** — Booth and Convention Sponsorship
- Gardner Foundation** — Contribution
- Graphic Communications Conference/International Brotherhood of Teamsters** — Ad
- Hall of Fame Central Labor Council, AFL-CIO** — Scholarship
- Harris County Central Labor Council, AFL-CIO** — Event Sponsorship
- HGEA AFSCME 152** — Convention
- IBEW 76** — Golf Tournament
- IBEW National** — Convention Sponsorship
- IBT 177** — Golf Tournament
- IBT 294** — Golf Tournament
- IBT 731** — Raffle Prizes for Autism Support Golf Tournament
- IBT 760** — Turkey & Ham Raffle Sponsor
- IBT 97** — Ad for Teamsters Hispanic Caucus
- Illinois State AFL-CIO** — Exhibitor Space
- International Association of Machinists and Aerospace Workers** — Conference/Convention
- International Brotherhood of Teamsters** — Teamsters National Black Caucus Education Conference & Gala
- International Union of Police Associations** — Sponsorship at the L.E.O.R.F. Golf Classic
- IUOE 3** — Golf Tournament
- IUOE 302** — Charity Golf Tournament
- IUPAT DC 16** — Golf Tournament
- Jobs with Justice Education Fund** — Sponsorship at the Eleanor Roosevelt Human Rights Award Celebration, JWJ Award Celebration, and Contribution to the Sarita Gupta Legacy Fund
- Krueger Event Management** — Sponsorship at Metal Trades Conference & Charity Golf Tournament
- LIUNA 183** — Golf Tournament Sponsorship
- Maryland State & DC AFL-CIO** — Booth, Sponsorship, and Door Prize
- Massachusetts, AFL-CIO** — Convention
- Minnesota AFL-CIO** — Booth at Labor Pavillion MN State Fair
- New Brunswick Building Trades Unions** — Golf Tournament
- New Jersey Building & Constructions Trade Council** — Convention
- New York City Central Labor Council, AFL-CIO** — Labor Parade Sponsorship
- New York State Conference of Teamsters** — Sponsorship
- North Carolina State AFL-CIO** — Convention
- North Central States Regional Council of Carpenters** — Scholarship
- Northeastern Illinois Federation of Labor, AFL-CIO** — Ad
- Ohio AFL-CIO** — Ad, Booth, and Sponsorship
- OPEIU 30** — Golf Tournament
- Peggy Browning Fund** — Benefactor Sponsorship
- Philadelphia Council of the AFL-CIO** — Event Sponsorship
- Pride at Work** — Vendor Table at the Pride at Work Convention in MN
- San Diego and Imperial Counties Labor Council, AFL-CIO** — Event Sponsorship
- SEIU HCII** — Event Sponsorship
- SEIU Healthcare PA** — Strike Support
- SMW 30** — Golf Tournament Sponsorship
- Solidarity Parade** — Event Sponsorship
- Teamsters Joint Council 25** — Raffle Prizes for the All Charity Event & Golf Outing
- Teamsters Joint Council 7** — All Charities Golf Tournament & Hospitality Sponsorship
- Teamsters Joint Council 73** — Convention Booth
- Texas AFL-CIO** — Golf Tournament
- UFCW 1546** — All Charity Event Raffle Prizes
- UFCW 1996** — Golf Tournament Charity Event
- UFCW 328** — March of Dimes Golf Tournament
- UFCW 75** — Sponsorship
- UFCW Golden State 8** — Loveall Foundation Golf Tournament
- UFCW Local 1** — Charity Golf Classic
- UMWA Retirees — Region 1** — Event Sponsorship
- Union Sportsmen's Alliance** — "Badge Sponsorship" at the USA Legacy Gala, Station Sponsor at USA's OPCMIA Maryland Sporting Clays Shoot, Station Sponsor at USA Bricklayers Sporting Clays Shoot, and Station Sponsor at USA IBEW Southern California Sporting Clays Shoot
- UWUA 369** — Scholarship Golf Tournaments
- Virginia AFL-CIO** — Conference
- Wisconsin State AFL-CIO Building Trades Conference** — Golf Tournament
- Workers Unite Film Festival** — Ad

Contributions listed are from July through September

# NEW ASSOCIATES

## PER MANAGER

### SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Dulce Paz	3	Sabrina Lloyd	Kristina Fennessy	2	Brett Gryska	Race Rogers	2	Darcy Schrieber
Daryl Reyes	2	Mark Beckford	Jusem Hajali	2	Walter Icaza	Karen Rodriguez	2	Jamison Weatherspoon
Henoch Roman	2	Slav Bitman	Damaris Trejo	2	Sabrina Lloyd	Bradley Harrell	2	John Young

### MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Clayton Slaughter	8	Michael Vasu	Cayla Ellenberger	3	Rachel Brown	Ashley Clarke	3	Ernest Powell
Katie Stahulak	7	Sabrina Lloyd	Derek Johnson	3	Cohen-Velasquez	Timothy Wilson	3	Prata-Wilson
Nicki Griffiths	5	AO	Joshua Goodman	3	Richard Correa	Devin Moore	3	Blake Ralston
Arif Hajro	5	AO	Veronica Coval	3	Fisher-Hall	Steven King	3	Darcy Schrieber
Taleb Jammoul Hajali	5	Walter Icaza	Corey Helly	3	Giglione-Ackerman	Arturo Romero	3	S-S-Parks-Salvaggi
Chilynn Acevedo	4	Fisher-Zuzick	Adianeza Rodriguez	3	Hemerson Gonzalez	Kelly Ekker	3	Tiffany Wagner
Priscila Gonzalez	3	AO	Joe Lewo	3	Henderson-Locker	Omar Billy	3	Jamison Weatherspoon
Daniel Perkins	3	AO	Zach Otto	3	Sabrina Lloyd	Slavita Hut	3	John Young
Jonathan Rindt	3	Simon Arias	Jadelene Welty	3	Andrew McQuade			

### GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Derek Koppari	5	AO	Yehuda Makowitz	2	Richard Correa	Michael Locke	2	Prata-Wilson
Doris Martinez Garcia	3	AO	Lynsey Robbie	2	Fisher-Hall	Jaden Londagin	2	Blake Ralston
Jared Robertson	3	Cohen-Velasquez	Jeff Wentworth	2	Fisher-Hall	Jose Abad	2	Jesus Romero
Keenan Bignall	3	Richard Correa	Calvin Judd	2	Fisher-Zuzick	Kurt Meaux	2	Brian Schreiter
Danny Souri	3	Sabrina Lloyd	Anthony Iacovino	2	Giglione-Ackerman	Matthew Adams	2	Darcy Schrieber
Paula Thompson	3	Ernest Powell	Estephanie Montecillo	2	Hemerson Gonzalez	Caitlin Cassidy	2	Kris Thieme
Jason Green	3	Darcy Schrieber	Katherine Nummy	2	Brett Gryska	Selina Maldonado	2	Michael Vasu
Kristi Basho	2	AO	Razan Zarba	2	Mathew Hart	Sabrina Smith	2	Michael Vasu
Laura Chavez	2	AO	Victor Romero	2	Walter Icaza	Tanner West	2	Michael Vasu
Tyler McKnight	2	AO	Parveen Lakhani	2	Sabrina Lloyd	Monica Lee	2	Jamison Weatherspoon
Christina Babcock	2	Simon Arias	Dulce Paz	2	Sabrina Lloyd	Ebou Jatta	2	Weatherspoon-Harris
Alex Jankowski	2	Simon Arias	Victoria Perea	2	Andrew McQuade	Awbrei Vachon	2	West-Osili-Moody
Justin Sherman	2	Ryan Bisanz	Nicole Wright	2	Nick Moore	Christina Pinnock	2	John Young
Daniel Lopez-Velasquez	2	Cohen-Velasquez	Asad Ahmed	2	Theodore Pappas			

#### NEW ASSOCIATE – \$1,000 contract-to-date new agent

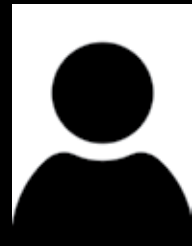
**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA** – at least two new associates during the month  
**MGA** – at least three new associates during the month  
**RGA** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

## TOP RECRUITING AGENTS\*\* SEPTEMBER



**Astrid Castrillon**  
6 Recruits  
Hemerson Gonzalez



**Lori Hamel Johnson**  
5 Recruits  
AO



**Corey Helly**  
5 Recruits  
Giglione-Ackerman



**Kelly Ekker**  
4 Recruits  
Tiffany Wagner



**Charles Sanders**  
4 Recruits  
Simon Arias



**Richard Zuccato**  
4 Recruits  
Giglione-Ackerman

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	6	Andrea Rondon	3	Joseph Gojcaj	2	Spencer Kozej	2	Mayra Rivas	2	Ethan Tolbert	2	Luciano Valero Vidal	2
Lori Hamel Johnson	5	Ransy Vazquez	3	Nicholas Gomez	2	Alejandra Larez Morales	2	Daniel Rock	2	Thomas J Vena	2	Yaura Victoria	2
Corey Helly	5	Adam Wheeler	3	Stephen Gordon	2	Jaime Lopez	2	Emily Rogers	2	Thomas J Vena	2	Kayona Witter	2
Kelly Ekker	4	Daniel Arzate Roa	2	Jenna Grula	2	Outtara Ly-Beltre	2	Gregory Rudolph	2	Brian Woodland	2	Duglanny Zabala	2
Charles Sanders	4	Taulant Bane	2	Asiguy Haugabook	2	Conor Markins	2	Marc Salvaggi	2	Brian Woodland	2	Duglanny Zabala	2
Richard Zuccato	4	Andrew Bogeas	2	Vicki Henderson	2	Blake McClain	2	Clayton Slaughter	2	Brian Woodland	2	Duglanny Zabala	2
Trea Fantin	3	Sergio Carta	2	Taleb Jammoul Hajali	2	Eric Morris	2	Nicholas Smith	2	Brian Woodland	2	Duglanny Zabala	2
James Marks	3	Kori Christopher	2	Alex Jankowski	2	Scott Morris	2	Victoria Smith	2	Brian Woodland	2	Duglanny Zabala	2
Mia Mitchell	3	Nairobi Contreras	2	Aliya Johansen	2	Ethan Pfeifer	2	Jeffery Thiel	2	Brian Woodland	2	Duglanny Zabala	2
Adianeza Rodriguez	3	Yael Enriquez	2	Danny Juskiw	2	Nahomy Ramirez	2	Lamika Thurman	2	Brian Woodland	2	Duglanny Zabala	2

TOTAL PINNACLE RECRUITERS: 322 TOTAL PINNACLE RECRUITS: 402

## TOP RECRUITING AGENTS\*\* YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	60	Julian Navalta	9	Mavrick Fredericks	7	Jonathan Collins	6	Diego Alvarez	5	Franklin Johnson	5	Trace Johnson	5
David Carpenter	22	Alexander Slaughter	9	Alexander Gomez	7	Derek Foore	6	Dairon Arbona Fonseca	5	Trace Johnson	5	Jacob Krieger	5
Sierra Hartwig	17	Jeffery Thiel	9	Keith James	7	Omaira Garces Ramonez	6	Joshua Bacchus	5	Ana Machado Rodriguez	5	Justin Malone	5
Nicholas Chuma	16	Luciano Valero Vidal	9	Taleb Jammoul Hajali	7	Jonathan Giaco	6	Andrew Bogeas	5	Justin Malone	5	Anthony Marsella	5
Adianeza Rodriguez	15	Ransy Vazquez	8	Ashlyn Lauderdale	7	Nicholas Gomez	6	Wesley Bromley	5	Justin Malone	5	Kurt Meaux	5
Daniel Walton	14	Klyo Vidal	9	Michael Maloney	7	Alejandra Larez Morales	6	London Burnett	5	Anthony Marsella	5	Garron Moffett	5
Peter Kwiatkowski	13	Matthew Ward	9	James Marks	7	Jose Matos	6	Kori Christopher	5	Connor O'Donnell	5	Ryan Parrish	5
Matthew Conrad	12	Brandon Bennett	8	Doris Martinez Garcia	7	Blake McClain	6	Ashley Clarke	5	Keshawn Pierce	5	Evan Pinkerton	5
Adam Wheeler	12	Yael Enriquez	8	Tyler Ortiz	7	Genesis Medina Mendoza	6	Carlos Colina	5	Connor O'Donnell	5	Beto Quintero	5
Sergio Carta	11	Lamarcus Jackson	8	Noe Perez	7	Mitchell Mickovic	6	John Collins	5	Ryan Parrish	5	Stephanie Rogers	5
Corey Helly	11	Aliya Johansen	8	Aldo Ramirez Marinelli	7	Estephanie Montecillo	6	Rosa Colmenares Borrego	5	Evan Pinkerton	5	Melinda Skinner	5
Enrique Certad	10	Jacob Krakora	8	Sean Saigeon	7	Mike Paragiou	6	David Croom	5	Evan Pinkerton	5	Jeffrey A Smith	5
Nairobi Contreras	10	Erica Lent	8	Jose Sanchez	7	Luis Perez	6	Leanne Erney	5	Beto Quintero	5	Roxie Soto	5
Elijah Findley	10	Felipe Machado-Santanna	8	Antonino Taormina	7	Zachary Poker	6	Sokol Fazliu	5	Stephanie Rogers	5	Jennifer Spalding	5
Michael Giachetti	10	Beau Minnick	8	Blake Tomblin	7	Arturo Romero	6	Taurean Flourmoy	5	Melinda Skinner	5	Tyler Tasa	5
Jenna Grula	10	Mia Mitchell	8	Ian Zollos	7	Adriana Rueda Pimiento	6	Daryl Graham	5	Jeffrey A Smith	5	Kemar Thompson	5
Tyler Lan	10	Alessandro Succurro	8	Bruce Alford	6	Ashley Rust	6	Brennen Guerin	5	Roxie Soto	5	Thomas J Vena	5
Conor Markins	10	Ethan Tolbert	8	Darrell Asbell	6	Yauri Victoria	6	Ayisha Henry	5	Jennifer Spalding	5	David C Williams	5
Chase Miller	10	Jhanna Valerio Vivas	8	Taulant Bane	6	Thomas Wright	6	Jose Heredia	5	Tyler Tasa	5	Dillon Zartman	5
Gregory Rudolph	10	Taylor Ahlgrim	7	Imani Banks	6	Duglanny Zabala	6	Cynthia Hoeft	5	Kurt Meaux	5	Phillip Zollos	5
Lori Hamel Johnson	9	Kevin Beaver	7	Brady Basinger	6	Adem Abdula	5	Nathaniel Hughes	5	Brian Schreiter	5		
Spencer Kozej	9	Kylee Blehm	7	Brenna Behan	6	Veronica Acurero	5	Dylan Jackson	5	Thomas J Vena	5		
Patricia Marickovich	9	Jessica Chang	7	Mark Bernsdorff	6	Sabrina Agostini	5	Pamela James	5	David C Williams	5		
Michael McKiernan	9	Nelson Desmond	7	Genesis Castillo	6	Havis Alvarado	5	Alex Jankowski	5	Dillon Zartman	5		

TOTAL PINNACLE RECRUITERS: 1891 TOTAL PINNACLE RECRUITS: 3739



**Jhon Escauriza Contreras**  
Fort Worth Latino Division  
15 Recruits  
PLATINUM



**Joe Lewo**  
Henderson-Locker  
10 Recruits  
GOLD



**Johnny Ly**  
Giglione-Ackerman  
10 Recruits  
GOLD



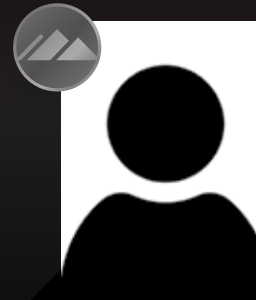
**Samuel Artzis**  
AO-Lorence  
10 Recruits  
GOLD



**Adianeza Rodriguez**  
Hemerson Gonzalez  
10 Recruits  
GOLD



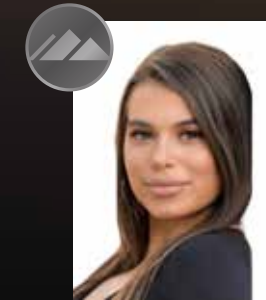
**Ethan Tolbert**  
Darcy Schrieber  
6 Recruits  
SILVER



**Jose Heredia**  
Jesus Romero  
5 Recruits  
SILVER



**Duglanny Zabala**  
Fort Worth Latino Division  
5 Recruits  
SILVER



**Taylor Ahlgrim**  
Arias-Dlabik  
5 Recruits  
SILVER



**Bruce Alford**  
AO  
5 Recruits  
SILVER



**Jenna Grula**  
Simon Arias  
5 Recruits  
SILVER



**Kurt Meaux**  
Brian Schreiter  
5 Recruits  
SILVER



**Jennifer Webb**  
S-S-Parks-Salvaggi  
5 Recruits  
SILVER

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.  
● *Spotlight* will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.  
■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

\*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$1,500 Net ALP.

# NEW SGA



**Moriah Chandler | Alabama**

Mo originally joined the Company in 2015. She says the opportunity to become an SGA "kind of just fell into my lap," and credits excellent mentors for helping to bring her to this point. She was attracted to AIL-NILICO initially by flexible hours and merit-based compensation, allowing her to spend quality time with her family. She also competes in equestrian sports. Mo is a true believer in Opportunity Unlimited and sees her SGA office as a vehicle to show people how to change their lives for the better while helping to protect working families.

## Dear Future SGA,

Whether you are new to our company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.



### SGA Career Track

**\*\$500k-\$3.5M+**  
Unlimited Annual Earnings Potential

#### LEVEL 1: QUALIFY

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NILICO
- Be on an MGA/RGA Contract
- Production of at least \$350,000 of 1st Six Mo. Agent production (Last 12 Months)

#### LEVEL 2: INTERVIEW

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

#### LEVEL 3: FOLLOW UP

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

#### LEVEL 4: GET AN OFFER

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

*\*The earnings potential is typical but not guaranteed. Actual amounts can vary based on individuals results.*



**Rob Gray**

Division Vice President  
American Income Life &  
National Income Life Divisions

#### The transition to playing

Division 1 football was less about the size and strength of the competition and more about the speed at which the game was played. Yes, bigger and stronger is a game changer and absolutely equates to faster and quicker but the speed at which a player thinks, acts, and executes is the difference maker at that level ... at least it was for me.

From day one we were taught that elite teams practice like they play, so when you play, it's practice! How true that turned out to be! Elite coaches know you don't just hit a switch come game time. The skill to compete at Gamespeed on a Saturday starts the prior Monday and is conditioned into every team member during the week leading up to kickoff.

The will to prepare with intensity, focus, and Gamespeed is the difference between a

good team and a great team. In many cases, coaches are looking to make practices harder on their players than the actual game. Then, when the intensity of the game hits you – and it will – you're not shocked because you've been living in that "wind tunnel" the entire week leading up to the game. You're more prepared than ever to see, react, and execute your assignments because it's not unfamiliar; in fact, it's normal.

One huge reason why a team fails to win is that they didn't practice at Gamespeed; they practiced at three-quarter speed or even half speed. As they say, "You play just like you practice." One quote you'll hear post-game from any coach worth his/her salt is something to the effect of "I knew we were in a strong position to win this week because we had a great week of practice leading up to game time." Every game played almost always has a losers press conference too, and no doubt you'll hear, "We just didn't have a good week of practice" or "We got out-coached." Well, you got out-coached because you failed to prepare your team to compete at Gamespeed.

As coaches and leaders, our job is to make sure our people are training at Gamespeed,

so when the laptop opens and the keypad lights up, they are prepared. In fact, the level of intensity (speed) that they were trained at is the difference! See, Gamespeed translates into proper urgency and passion, and in our world, that means everyone! You can't have the right urgency and genuine intensity that translates into higher show rates and closing if you're not confident and well prepared. Our customers don't buy what we sell, they buy our passion, belief, confidence, and urgency to put protection in place.

Gamespeed means no time wasted, no looking back, no procrastination. Success has a rhythm that runs faster, jumps higher, and hits differently — it moves at the speed of excellence. Gamespeed can be a ruthless competitor if you're not prepared because it exposes an unwillingness to prepare at the highest level of intensity. If you practice (train, skill workshops, continuing education, rapport building, objection/rebuttal, down-closing, buttoning up the sale) like you play, the speed at which you build wealth in this business will feel normal! Prepare and execute at Gamespeed every day.

Let's all get in the game now to prepare us for 2023 at Gamespeed! 🏈

# GAME SPEED

# SEPTEMBER COMPANY TOTALS

UPSHIFT TO **GAMESPEED** TO WIN THIS YEAR!

## Sales

- \$19,596,092 Net ALP

## Recruiting

- 1,595 New Associates  
10.8% increase over September 2021
- Agent Count: 9,385

## Quality/Reinstatements

- 4,369 Total Policies Conserved  
— 3,728 Reinstatements  
— 641 Reopens
- Net to Gross: 87%
- 13<sup>th</sup>-Month Persistency: 80.70%
- 4-Month Retention: 79.4%
- 13<sup>th</sup>-Month Retention: 63.6%

## Public Relations

- 268 groups signed — 3% increase over September 2021
- 75 ORI groups signed — 10% increase over September 2021
- 17,746 ORI leads received — 109% increase over September 2021

# GAMESPEED

CHECK OUT THE AIL/NILICO 2023 THEME VIDEO ON OUR AGENCY FACEBOOK PAGE!

 FACEBOOK.COM/AIL.NILICO.AGENCYDIVISION  
#GAMESPEED



# 2022 Fall SGA Meeting

October 4-7, 2022 | Live! by Loews



**GAMESPEED**

# VIBRA LATINA

## Hispanos, los que menos seguros de vida tienen en los Estados Unidos

**C**ADA uno de nosotros dejamos nuestros países para dar la mejor vida y protección a nosotros y nuestras familias. Sin embargo, venimos con mentalidades y culturas que no nos llevan a crecer en este país. Muchas veces, al no adaptarnos al cambio y quedarnos en nuestra zona de confort, no maximizamos la oportunidad que este país nos brinda, específicamente AIL-NILICO, que nos ofrece *Oportunidad Ilimitada* ("Opportunity Unlimited"). Estudios revelan que más de la mitad de los latinos no tienen seguro de vida por desconocimiento o porque los consideran muy costosos.

Otros estudios revelan que **los hispanos de Estados Unidos tienen los índices más bajos de posesión de seguros de vida (59%) en comparación con los blancos (62%) y afroamericanos (66%)**. Uno de los problemas primordiales es que los hispanos no tienen la concientización sobre este tipo de pólizas. Por eso nosotros, los agentes y managers de AIL, tenemos que comprometernos a aumentar la comprensión de las actitudes y conductas de los consumidores sobre la planificación financiera, incluyendo seguros de vida.

**Los hispanos representan más del 30% del total de la población del país y cuentan con un poder adquisitivo colectivo de más de mil millones de dólares.** Sin embargo, este grupo demográfico se siente desatendido y desinformado respecto a los seguros de vida.

La mayoría de los latinos (75%) aún cree que el costo de estas pólizas es muy elevado y casi la mitad (49%) no tiene información sobre qué tipo (y qué cantidad) de plan debería comprar. La falta de conocimiento puede relacionarse con las culturas diferentes. "Los hispanos recién llegados al país no tienen todavía la información o educación acerca de la importancia de un seguro de vida para las familias o seres queridos, mientras que los estadounidenses lo ven como algo natural porque sus padres y abuelos ya lo requerían", explicó Alberto Espinosa, vocero de la Fundación Life a *Diario Las Américas*.

### PRIORIDADES

El sondeo indica que los hispanos tienen varias prioridades financieras antes que asegurar sus vidas, tales como pagar los gastos médicos (66%), reducir la deuda de tarjetas de crédito (57%) y pagar los estudios de sus hijos (39%). Además, el 28% afirmó que no había adquirido seguros de vida porque aún no había sido contactado por agencias de seguros.

"Los hispanos ponemos un gran énfasis en la unidad familiar. Aun así, muchos todavía desconocen los beneficios asociados con asegurar su vida. Estos seguros pueden aportar mayor seguridad financiera y disminuir la incertidumbre de la vida, proporcionar el tiempo necesario para que nuestros seres queridos realicen el duelo ante una muerte, aportar fondos para cancelar deudas y también tener la

**Angel Martínez**  
Director de Ventas / Sales Director



posibilidad de dejar un legado sustancial a los miembros de la familia", dijo Marvin H. Feldman, presidente de la Fundación Life.

Si los hispanos continúan postergando la investigación de la compra de seguros de vida, las familias corren el riesgo de sufrir dificultades financieras imprevistas como resultado del fallecimiento del sostén económico del hogar. En la actualidad, los seguros de vida nunca han sido tan fáciles de comprar o tan económicos y, sin embargo, muchos latinos permanecen indecisos.

Hay distintos tipos de seguros y se adecúan a cada persona, y nosotros en AIL tenemos un análisis de necesidad en la solicitud electrónica (eApp) que sugiere la póliza adecuada según el ingreso y necesidades del cliente. Otro factor es que vender estos planes resulta muy difícil por el temor que tienen los hispanos a hablar de la muerte y a pensar que alguna tragedia pudiera pasar.

Como latinos y representantes de AIL-NILICO, es nuestro deber educar a nuestras familias latinas. Tenemos todas las herramientas para hacer que esto suceda: tenemos una licencia, recibimos una capacitación excepcional y ofrecemos un paquete accesible y relevante de beneficios. Como latinos, vamos a acelerar para ayudar a que nuestra gente proteja a sus familias porque, en este país, estamos solos y nuestras familias dependen de nosotros. 🇺🇸

## Hispanics Have the Least Life Insurance in the United States

**M**ANY of us left other countries to provide the best life and protection for our families and us. However, we come with mindsets and cultures unlike those of people who grew up in this country. By not adapting to change and staying in our comfort zone, we often do not maximize the opportunity this country gives us, specifically AIL-NILICO, which offers us *Opportunity Unlimited*. Studies reveal that more than half of Latinos do not have life insurance due to ignorance or because they consider them very expensive.

The Insurance Barometer Study reveals that **U.S. Hispanics have the lowest rates of life insurance ownership (59%) compared to whites (62%) and African Americans (66%)**. One of the main problems is that Hispanics are unaware of this type of policy. That's why as AIL-NILICO agents and managers, we must commit to increasing the understanding of consumer attitudes and behaviors about financial planning, including life insurance.

**Hispanics represent more than 30% of the country's total population and have a collective purchasing power of more than \$1 trillion.** However, this demographic feels neglected and uninformed about life insurance.

The majority of Latinos (75%) still believe that the cost of these policies is very high,

### Source:

*Diario Las Américas*, *Hispanos, los que menos seguros de vida tienen en los Estados Unidos*. (October 10, 2022) [www.diariolasamericas.com/hispanos-los-que-menos-seguros-vida-tienen-estados-unidos-n2895764](http://www.diariolasamericas.com/hispanos-los-que-menos-seguros-vida-tienen-estados-unidos-n2895764)

and almost half (49%) have no information on what type (and how much) of plan they should buy. Lack of knowledge can relate to different cultures. "Hispanic newcomers to the country do not yet have the information or education about the importance of life insurance for families or loved ones. While Americans see it as natural because their parents and grandparents already needed it," Alberto Espinosa, a Life Foundation spokesman, told *Diario Las Américas*.

### PRIORITIES

The survey indicates that Hispanics have several financial priorities before securing their lives, such as paying for medical expenses (66%), reducing credit card debt (57%), and paying for their children's studies (39%). Also, 28% stated that they had not purchased life insurance because insurance agencies had not yet contacted them.

"Hispanics place great emphasis on family unity. Even so, many are unaware of the benefits of securing their lives. These insurances can provide greater financial security and decrease the uncertainty of Life. Also, provide the time necessary for our loved ones to grieve in the face of death, provide funds to cancel debts, and

have the possibility of leaving a substantial legacy to family members," said Marvin H. Feldman, president of the Life Foundation.

If Hispanics continue to delay the investigation of the purchase of life insurance, families are at risk of unforeseen financial hardship due to the breadwinner's death. Today, life insurance has never been easier to buy, yet many Latinos remain undecided.

There are different types of insurance, and they are suitable for each person, and we at AIL-NILICO have a needs analysis survey in the eApp that suggests the right policy with the income and needs of the client. Another factor is that selling these plans is very difficult because of the fear that Hispanics have to talk about death and think that some tragedy could happen.

It is our duty as Latinos and AIL-NILICO representatives to educate our Latino families. We have all the tools to make it happen: we are licensed, have received outstanding training, and offer an affordable, relevant package of benefits. We will accelerate as Latinos to help our people protect their families as they should because our families depend on us. 🇺🇸



## VETERAN PRODUCER



**1**  
AUGUSTO ARANGO  
HOUSTON, TX

## SA



**1**  
KERLY SALAZAR  
FARMERS BRANCH, TX

## VETERAN MGA



**1**  
DANIEL PACHECO  
MIAMI, FL

## ROOKIE PRODUCER



**1**  
ZULJAIR BELLO  
HOUSTON, TX

## GA



**1**  
ESTEPHANIE MONTECILLO  
FARMERS BRANCH, TX

## ROOKIE MGA



**1**  
LUIS VELASQUEZ  
HOUSTON, TX

## RGA



**1**  
DANIEL PACHECO  
MIAMI, FL

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: SEPTEMBER

Rank		Net ALP	NTG	RET	MGA	SGA
1	Augusto Arango	\$29,852		89.5	Augusto Arango	Jesus Romero
2	Roxie Soto	\$14,533		91.8	Klyo Vidal	Beto Quintero
3	Adianeza Rodriguez	\$11,977		95.4	Adianeza Rodriguez	Hemerson Gonzalez
4	Margarita Hickman	\$9,448		76.3	Nairobi Contreras	Hemerson Gonzalez
5	Omaira Garces Ramonez	\$9,134		92.8	Klyo Vidal	Beto Quintero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: SEPTEMBER

Rank		Net ALP	NTG	RET	MGA	SGA
1	Zuljair Bello	\$17,963	100		Lubraska Iguaro	Jesus Romero
2	Maria Castillo Villegas	\$15,009		80.3	Tahis Quintero Bonilla	Jesus Romero
3	Efrain Morales	\$14,981	96		Axel Carrasquel	Fort Worth Latino Division
4	Mitchelle Alvarez	\$14,776	100		Tahis Quintero Bonilla	Jesus Romero
5	Yadira Padilla	\$14,463	100		Adianeza Rodriguez	Hemerson Gonzalez

## TOP LATINO MARKET SUPERVISING AGENTS: SEPTEMBER

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Kerly Salazar	\$19,846	\$21,063	100		Adianeza Rodriguez	Hemerson Gonzalez
2	Vincenzo Montaggioni Colmenarez	\$15,795	\$19,309		83.2	Axel Carrasquel	Fort Worth Latino Division
3	Javier Contreras Paraguacuto	\$12,780	\$17,586	95		Klyo Vidal	Beto Quintero
4	Maria Papilago	\$11,931	\$17,298		74.8	Havis Alvarado	Hemerson Gonzalez
5	Nohelys Abad Martinez	\$10,808	\$14,041		94.9	Lubraska Iguaro	Jesus Romero

## TOP LATINO MARKET GENERAL AGENTS: SEPTEMBER

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Estephania Montecillo	\$28,344	\$29,292	89		Adianeza Rodriguez	Hemerson Gonzalez
2	Diego Vargas	\$22,573	\$55,007		82.9	Daniel Pacheco	Beto Quintero
3	Carlos Colina	\$22,101	\$41,137	99		Cartiza Rojas	Beto Quintero
4	Kevin Valentin Ross	\$19,972	\$31,052	92		Havis Alvarado	Hemerson Gonzalez
5	Arimar Ramirez Pernia	\$18,433	\$22,656	98		Alejandra Larez Morales	Jesus Romero

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: SEPTEMBER

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	10.7%	\$80,820	\$72,979		82.3	Beto Quintero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: SEPTEMBER

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Luis Velasquez	218.5%	\$70,465	\$32,250		81.3	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: SEPTEMBER

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	18.8%	\$82,001	\$69,021		82.2	Beto Quintero

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Omaira Garces Ramonez	\$108,628		92.8	Klyo Vidal	Beto Quintero
2	Dana Martin Gonzalez	\$88,877		95.5	Klyo Vidal	Beto Quintero
3	Roxie Soto	\$78,288		91.8	Klyo Vidal	Beto Quintero
4	Carlos Navas	\$76,443		88.4	Klyo Vidal	Beto Quintero
5	Margarita Hickman	\$72,119		76.3	Nairobi Contreras	Hemerson Gonzalez

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Kevin Valentin Ross	\$75,754		76.5	Havis Alvarado	Hemerson Gonzalez
2	Ana Machado Rodriguez	\$71,353		85.2	Klyo Vidal	Beto Quintero
3	Victor Medina	\$70,751		90.8	Nairobi Contreras	Hemerson Gonzalez
4	Angel Gomez Marquez	\$61,768		80.2	Klyo Vidal	Beto Quintero
5	Isabel Seoane Parra	\$61,000		80.9	Astrid Castrillon	Hemerson Gonzalez

## TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Maria Papilago	\$72,599	\$129,303		74.8	Havis Alvarado	Hemerson Gonzalez
2	Ana Machado Rodriguez	\$72,364	\$145,361		87.3	Klyo Vidal	Beto Quintero
3	Mayra Gutierrez Rodriguez	\$63,562	\$135,392		75.7	Havis Alvarado	Hemerson Gonzalez
4	Yasmeli Villasmil	\$53,356	\$121,611	89		Daniel Pacheco	Beto Quintero
5	Omaira Garces Ramonez	\$43,475	\$164,200		90.2	Klyo Vidal	Beto Quintero

## TOP LATINO MARKET GENERAL AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Estephania Montecillo	\$187,438	\$274,786	89		Adianeza Rodriguez	Hemerson Gonzalez
2	Diego Alvarez	\$174,352	\$251,494	86		Havis Alvarado	Hemerson Gonzalez
3	Hector Luque	\$154,236	\$595,715		85.1	Sergio Carta	Beto Quintero
4	Diego Vargas	\$148,192	\$486,731		82.9	Daniel Pacheco	Beto Quintero
5	Arimar Ramirez Pernia	\$136,302	\$187,333	98		Alejandra Larez Morales	Jesus Romero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Luis Velasquez	125.4%	\$363,979	\$290,250		81.3	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	12.0%	\$653,618	\$583,495		82.2	Beto Quintero



**1**  
MARSHALL FERNANDEZ  
RED DEER, AB



**2**  
TAYARI OTIS  
ALTAMONTE SPRINGS, FL



**3**  
ABRAHAM MOGILEVSKY  
DULUTH, GA



**4**  
DAMARIS TREJO  
SCHAUMBURG, IL



**5**  
JAVIER DIAZ  
ALTAMONTE SPRINGS, FL



**6**  
BRANDON BENNETT  
WEXFORD, PA



**7**  
BRITTANY RHODES  
METAIRIE, LA



**8**  
EVAN PINKERTON  
WEXFORD, PA



**9**  
JOSEPH SCIRIA  
BRUNSWICK, OH



**10**  
GENE HALE  
MEDIA, PA



**11**  
RICHARDA JOSEPH GARCIA  
WILLISTON, ND



**12**  
ALEX JANKOWSKI  
WEXFORD, PA



**13**  
GAGE HARRINGTON  
SANDY, UT



**14**  
SASHA OAKES  
DES PLAINES, IL



**15**  
APRIL ROSS  
LIBERTY LAKE, WA



**16**  
SANDRA PEREZ ESPINAL  
NEW YORK, NY



**17**  
FRAN TINAJ  
ROCHESTER, MI



**18**  
ZULJAIR BELLO  
HOUSTON, TX



**19**  
MARK KROG  
BARRINGTON, IL



**20**  
SEAN MELAVEN  
PROVIDENCE, RI



**JABARI FITZPATRICK**  
CREVE COEUR, MO



**ADRIAN HORSHAM**  
ALTAMONTE SPRINGS, FL



**RICHARD BRITOS**  
WEXFORD, PA

**ICEBREAKERS**

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

## SEPTEMBER

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Marshall Fernandez	\$58,786		87.0	Alon Barnur	AO
2	Taryari Otis	\$53,618	94		Joe Lewo	Henderson-Locker
3	Abraham Mogilevsky	\$37,722		82.1	Tami Chaimov	Jamison Weatherspoon
4	Damaris Trejo	\$31,361		86.8	Zach Otto	Sabrina Lloyd
5	Javier Diaz	\$26,588	96		Joe Lewo	Henderson-Locker
6	Brandon Bennett	\$22,542	93		Joseph Crivelli	Simon Arias
7	Brittany Rhodes	\$22,234	98		Nakita Fortin	Denis-Michael Catalano
8	Evan Pinkerton	\$22,116	91		Braydon Cameron	Simon Arias
9	Joseph Sciria	\$21,248	96		Derek Foore	S-S-Parks-Salvaggi
10	Gene Hale	\$20,993	99		Kathleen Mezik	Ryan Bisanz
11	Richarda Joseph Garcia	\$20,539	96		Kevin Appasamy	AO
12	Alex Jankowski	\$20,179		85.9	Jonathan Rindt	Simon Arias
13	Gage Harrington	\$19,503		94.4	Mark Neilson	AO
14	Sasha Oakes	\$19,012		89.9	Giovanni Vacca	Tommy Vena
15	April Ross	\$18,475	98		Brandon Minor	AO
16	Sandra Perez Espinal	\$18,187	95		Iv Menache	Albert Serur
17	Fran Tinaj	\$18,119	100		Mark Dushaj	AO
18	Zuljair Bello	\$17,963	100		Lubraska Iguaro	Jesus Romero
19	Mark Krog	\$17,894	100		Mark Dushaj	AO
20	Sean Melaven	\$17,842	98		Timothy Wilson	Prata-Wilson
21	Mondee Nelson	\$17,701	96		Juan Olvera	Stephen Jubrey
22	Joseph Hervatine	\$16,576	98		Braydon Cameron	Simon Arias
23	Jeremy Van Winkle	\$16,413	97		Jeffrey Espinal	Theodore Pappas
24	Jessica Yates	\$16,393	98		Phi Phan	Desi Dimitrova
25	Michael Valent	\$16,151		82.6	Evan Stewart	Simon Arias
26	Christopher Smith	\$16,146	85		Meaghan Krecsko	AO
27	Connor Cook	\$16,066	96		Kevin Gillum	AO
28	Jabari Fitzpatrick	\$16,024	100		Eldine Mpanzu	Michael Ezeafulukwe
29	Taikendy Trinh	\$15,988		79.6	Anthony Mazurkewicz	Giddens-Giddens
30	Erald Tomorri	\$15,742		80.1	Arif Hajro	AO
31	Adrian Horsham	\$15,625	100		Joe Lewo	Henderson-Locker
32	Richard Britos	\$15,582	100		Aaron Parks	Simon Arias
33	Yakoub Zokari	\$15,383	92		Mark Dushaj	AO
34	Ronke Olusegun	\$15,195		84.9	Jessica Daniels	Duni Olusegun
35	Ameenah Muhammad	\$15,183		87.2	Paul Torman	Giglione-Ackerman
36	Gregory Northrup	\$15,087	100		Joe Lewo	Henderson-Locker
37	Maria Castillo Villegas	\$15,009		80.3	Tahis Quintero Bonilla	Jesus Romero
38	Efrain Morales	\$14,981	96		Axel Carrasquel	Fort Worth Latino Division
39	Brandon Freeman	\$14,880	97		Conor Markins	Simon Arias
40	Mitchelle Alvarez	\$14,776	100		Tahis Quintero Bonilla	Jesus Romero
41	Calvin Dickherber	\$14,682	95		Christopher McGlynn	S-S-Parks-Salvaggi
42	Mariana Morales	\$14,497		80.0	Zach Otto	Sabrina Lloyd
43	Yadira Padilla	\$14,463	100		Adianeza Rodriguez	Hemerson Gonzalez
44	Vienna Howat	\$14,442		81.6	Jeremiah Russin	Simon Arias
45	Angel Marquez	\$14,432	100		Taleb Jammoul Hajali	Walter Icaza
46	William Shaw	\$14,255	87		Alberto Alcala	Ryan Bisanz
47	Shriyah Sadana	\$14,170	100		Ngan Pham	Byron Paz
48	Larry Brown	\$14,093	85		Kristi Mills	Stephen Jubrey
49	Shantoya Henry	\$14,036		79.8	Richard Whyte	AO
50	Brady Basinger	\$14,019	85		Nicholas Chuma	S-S-Bendure-Hartwig

TPC = 2022 Top Producer Council Member

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Marshall Fernandez	\$650,901		87.0	Alon Barnur	AO
*2	Firat Ucar	\$490,011		80.0	Bledar Bane	Dustin Venekamp
*3	Kevin Musai	\$286,433		89.0	Eno Iftiu	AO
*4	Justin Neal	\$274,928		89.8	Eno Iftiu	AO
*5	Brandon Bennett	\$272,604	93		Joseph Crivelli	Simon Arias
*6	Abraham Mogilevsky	\$258,667		82.1	Tami Chaimov	Jamison Weatherspoon
*7	Alex Jankowski	\$257,987		85.9	Jonathan Rindt	Simon Arias
*8	Franco Bilbili	\$229,226	94		Arif Hajro	AO
*9	Spencer Stoyer	\$219,579	91		Joe Lewo	Henderson-Locker
*10	Noor Musleh	\$212,276		85.5	Matthew Conrad	S-S-Parks-Salvaggi
11	Nathan Labranche	\$210,740		94.7	Mark Dushaj	AO
12	Mathew Kahwaji	\$210,010		83.9	Eno Iftiu	AO
13	Evan Pinkerton	\$197,036	91		Braydon Cameron	Simon Arias
14	Connor Cook	\$180,789	96		Kevin Gillum	AO
15	Damaris Trejo	\$175,817		86.8	Zach Otto	Sabrina Lloyd
16	Javier Diaz	\$175,488	96		Joe Lewo	Henderson-Locker
17	Sasha Oakes	\$172,384		89.9	Giovanni Vacca	Tommy Vena
18	Hala Herballi	\$169,504	95		Veronica Coval	Fisher-Hall
19	Gage Harrington	\$158,211		94.4	Mark Neilson	AO
20	Michael Maloney	\$157,280		78.7	Michael Maloney	Simon Arias
21	Taryari Otis	\$155,876	94		Joe Lewo	Henderson-Locker
22	Daoud Naser	\$153,277		79.3	Matthew Conrad	S-S-Parks-Salvaggi
23	Jacob Rose	\$152,521	95		Joe Lewo	Henderson-Locker
24	Jake Kim	\$145,050		82.9	Zackarea Hakim	AO
25	Braydon Cameron	\$140,973		81.1	Braydon Cameron	Simon Arias
26	Patrice Charles	\$140,920	96		John Catalano	Simon Arias
27	Erald Tomorri	\$138,079		80.1	Arif Hajro	AO
28	Michael Valent	\$133,731		82.6	Evan Stewart	Simon Arias
29	Andi Iftiu	\$131,828		90.1	Eno Iftiu	AO
30	Shane Havel	\$131,086		85.5	Jillian Getz	AO
31	Daniel Rock	\$128,512	91		David Carpenter	Dustin Venekamp
32	Charles Nacovsky	\$128,041		82.1	Francesca Veltri	Giglione-Ackerman
33	Dalton Cassavoy	\$127,129		91.6	Mark Dushaj	AO
34	Donald Lewis	\$126,958		82.8	Duane Shaw	Sabrina Lloyd
35	Colby Fox	\$122,107	88		Joe Lewo	Henderson-Locker
36	Panaris Bregu	\$120,997		94.6	Eno Iftiu	AO
37	Rachael Frankino	\$120,636	83		Mark Reilly	AO
38	Emily Rogers	\$119,394		88.9	Eno Iftiu	AO
39	Kevin Beaver	\$118,659		88.2	Mike Paragiou	S-S-Parks-Salvaggi
40	Michael Gamboa	\$118,251	91		Klaudio Martinaj	AO
41	Christopher Rives	\$117,291		76.3	Anthony Mazurkewicz	Giddens-Giddens
42	Michael Lewo	\$117,193	85		Joe Lewo	Henderson-Locker
43	Carl Weydeman	\$116,580		76.2	Arturo Romero	S-S-Parks-Salvaggi
44	Raheem Nubani	\$114,557	94		Daniel Prinzo	S-S-Parks-Salvaggi
45	April Ross	\$114,432	98		Brandon Minor	AO
46	Damon Brassell	\$112,515	90		Michael Maloney	Simon Arias
47	Alexander Gomez	\$112,349		80.1	Alexander Gomez	Kevin Holtz
48	Samuel Morrison	\$111,829		90.3	Michael Botond	AO
49	Robert Burns	\$111,595		74.1	Daniel Prinzo	S-S-Parks-Salvaggi
50	Mario Borino	\$109,055		77.4	Jonathan Rindt	Simon Arias



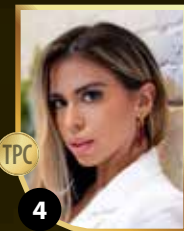
**1**  
DANIEL PARAVISINI  
GRANDVIEW, MO



**2**  
OLEG NOVITCHII  
BRUNSWICK, OH



**3**  
JOSHUA DISHONG  
COLUMBUS, OH



**4**  
CARMEN ARROYO  
LONG ISLAND CITY, NY



**5**  
SCOTT WHITFORD  
MEDIA, PA



**6**  
ROGER FUNG  
TRACY, CA



**7**  
TREVOR BAILEY  
HALIFAX, NS



**8**  
VIKTORIOUS DUGAN  
EL SOBRANTE, CA



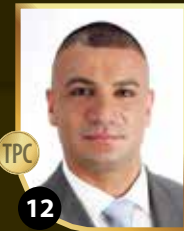
**9**  
OMAR HASHIMI  
CONCORD, CA



**10**  
LILY SAKAI  
LOS ANGELES, CA



**11**  
RICHE HAYE  
MIDDLETOWN, CT



**12**  
AREF SAYEGH  
HALIFAX, NS



**13**  
SCOTT URBANOWICZ  
ALTAMONTE SPRINGS, FL



**14**  
AUGUSTO ARANGO  
HOUSTON, TX



**15**  
JUSTIN MALONE  
PHOENIX, AZ



**16**  
TYLER TEAGUE  
COLUMBUS, OH



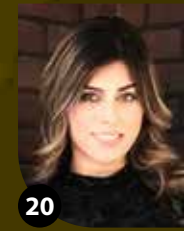
**17**  
DAMON STROUP  
TRACY, CA



**18**  
JOEY KENNEDY  
HENDERSONVILLE, TN



**19**  
MICHAEL VAN DELFT  
HALIFAX, NS



**20**  
JEANNELIZA SOLIS  
PHOENIX, AZ

## SEPTEMBER

Rank	Net ALP	NTG	RET	MGA	SGA
1	\$230,521		93.0	Daniel Li	AO
2	\$69,354		82.6	Eric Thompson	S-S-Parks-Salvaggi
3	\$60,920		85.7	Joshua Dishong	S-S-Bendure-Hartwig
4	\$53,477		86.8	Carmen Arroyo	Theodore Pappas
5	\$45,375		78.7	Alberto Alcalá	Ryan Bisanz
6	\$43,179		82.1	Roger Fung	Mathew Hart
7	\$39,244		90.4	Scott Wheeler	Satti-Kanaan
8	\$38,586		78.5	Joseph Tomanovich	AO
9	\$35,328		87.6	Paul Samra	Andrew McQuade
10	\$33,953		92.6		Cohen-Velasquez
11	\$32,398		84.4	Kelly Schoenherr	Philip Prata
12	\$31,950		90.5		Satti-Kanaan
13	\$31,762		83.7	Joe Lewo	Henderson-Locker
14	\$29,852		89.5	Augusto Arango	Jesus Romero
15	\$29,495		81.5	Michael McKiernan	Dustin Venekamp
16	\$28,689		78.4	Nicholas Chuma	S-S-Bendure-Hartwig
17	\$28,628		82.6	Caren Deanda	Mathew Hart
18	\$27,864		84.5	Bobby Hamilton	AO
19	\$27,456		83.3		Satti-Kanaan
20	\$26,935		88.8	Dustin Dunbar	Dustin Venekamp
21	\$26,005		94.3	Meaghan Krecsko	AO
22	\$25,625		83.6	Kasali Kotun	Williams-Musso
23	\$25,567		97.4	Lee Jeffers	AO
24	\$25,256		89.9		Mark Beckford
25	\$25,124		100.0	Viktorious Dugan	AO
26	\$24,808		79.6	Samy Jacques	Tom Williams
27	\$24,280		88.8	Mark Dushaj	AO
28	\$24,173		88.3	Alipate Makau	Steve Friedlander
29	\$24,165		77.9		Brett Gryska
30	\$24,123		93.3		Fisher-Hall
31	\$24,095		97.3	Paul Rumbuc	AO
32	\$23,512		93.7		Cohen-Velasquez
33	\$23,278		78.8	Mark Neilson	AO
34	\$22,654		86.1	Nicholas Chuma	S-S-Bendure-Hartwig
35	\$22,246		83.0	Eno Iftiu	AO
36	\$21,404		80.1	Spencer Kozej	Simon Arias
37	\$21,228		75.3		Mathew Hart
38	\$21,080		81.5	Chris La Fond	AO
39	\$20,383		83.0	Kimberly Hamilton	Brett Gryska
40	\$20,128		94.4	Joshua Olin	AO
41	\$19,869		86.6	Melissa Sidoti	AO
42	\$19,666		76.6		Washington-Washington
43	\$19,289		85.8		Michael Vasu
44	\$19,131		81.1		Prata-Wilson
45	\$19,051		93.6		Mark Beckford
46	\$19,015		93.8	Aaron Friedlander	Steve Friedlander
47	\$18,923		91.4	Matthew Abdo	Oldham-Moore
48	\$18,627		84.8	Cynthia Sittig	Tommy Vena
49	\$18,621		90.4	Blake Higuchi	AO
50	\$18,537		90.7	Bobby Hamilton	AO

ALL TIME RECORD: \$230,521 Net ALP DANIEL PARAVISINI

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	\$918,313		85.7	Joshua Dishong	S-S-Bendure-Hartwig
*2	\$710,002		93.0	Daniel Li	AO
*3	\$609,622		82.6	Eric Thompson	S-S-Parks-Salvaggi
*4	\$514,641		86.8	Carmen Arroyo	Theodore Pappas
*5	\$399,219		82.1	Roger Fung	Mathew Hart
*6	\$364,787		85.6	Arturo Romero	S-S-Parks-Salvaggi
*7	\$336,233		88.8	Mark Dushaj	AO
*8	\$326,678		90.4	Zackarea Hakim	AO
*9	\$315,237		88.8	Arif Hajro	AO
*10	\$310,574		91.0	Jessica Chang	AO
11	\$303,727		78.5	Luay Ghawi	AO
12	\$296,613		90.4	Scott Wheeler	Satti-Kanaan
13	\$291,477		86.1	Nicholas Chuma	S-S-Bendure-Hartwig
14	\$291,131		83.3		Satti-Kanaan
15	\$287,743		92.6		Cohen-Velasquez
16	\$266,563		82.6	Caren Deanda	Mathew Hart
17	\$261,905		84.5	Bobby Hamilton	AO
18	\$254,161		90.5		Satti-Kanaan
19	\$253,864		78.7	Alberto Alcalá	Ryan Bisanz
20	\$251,573		85.6	Adrienne Bragas	AO
21	\$242,495		84.7	Bobby Gujral	AO
22	\$240,330		80.1	Spencer Kozej	Simon Arias
23	\$219,292		78.8	Mark Neilson	AO
24	\$214,380		93.7		Cohen-Velasquez
25	\$210,453		91.5	Muhammed Ashraf	Theodore Pappas
26	\$209,645		90.3	Bryan Juskiw	S-S-Bendure-Hartwig
27	\$208,850		85.0	Matthew Conrad	S-S-Parks-Salvaggi
28	\$208,314		92.5	Mark Dushaj	AO
29	\$206,572		91.7		Andrew McQuade
30	\$193,699		76.7	Ryan Stenglein	AO
31	\$192,394		78.5	Joseph Tomanovich	AO
32	\$192,165		81.5		Cohen-Velasquez
33	\$191,418		84.0	Mark Dushaj	AO
34	\$190,597		84.7	Mark Dushaj	AO
35	\$189,216		76.4		Cindy Furer
36	\$188,545		88.0	Eno Iftiu	AO
37	\$188,338		93.7	Bruce Viaje	AO
38	\$188,133		83.5	Arif Hajro	AO
39	\$187,572		88.1	Romal Omid	Mathew Hart
40	\$185,391		85.7	Mark Neilson	AO
41	\$184,858		82.7	Travis Picklesimer	S-S-Bendure-Hartwig
42	\$183,111		86.8	Mark Dushaj	AO
43	\$183,092		88.8	Alexandra Longo	Hart-Lewicki
44	\$181,593		77.7	Derrick Mason	Chad Deley
45	\$181,275		91.6	Joseph Crivelli	Simon Arias
46	\$180,851		93.3		Fisher-Hall
47	\$180,786		97.3	Paul Rumbuc	AO
48	\$178,171		76.5	Dustin Hess	Simon Arias
49	\$177,844		84.4	Steven Warner	AO
50	\$177,708		91.8	Tyler Boulden	Josh West

ALL TIME RECORD: \$911,722 Net ALP DANIEL PARAVISINI

LIFETIME RECORD: \$4,718,590 Net ALP — JOSHUA DISHONG 09/30/22

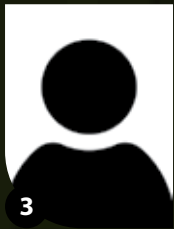
# SUPERVISING AGENTS



**1** SCOTT URBANOWICZ  
ALTAMONTE SPRINGS, FL



**2** AMANDA KROG  
CRYSTAL LAKE, IL



**3** JUAN C NUNEZ  
HOUSTON, TX



**4** KYLE BAGGETT  
NOBLESVILLE, IN



**5** JORDAN BAYLES  
IRVING, TX



**6** KIAN FROST  
COLUMBUS, OH



**7** LUKAS YODER  
NOBLESVILLE, IN



**8** KERLY SALAZAR  
FARMERS BRANCH, TX



**9** DE'CARLEON TOWNSEND  
BRUNSWICK, OH



**10** JUSEM HAJALI  
DORAL, FL

## SEPTEMBER

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Scott Urbanowicz	\$85,240	\$114,673	94	Joe Lewo	Henderson-Locker
2	Amanda Krog	\$28,064	\$32,667	90	Mark Dushaj	AO
3	Juan C Nunez	\$22,493	\$25,999	97	Clayton Slaughter	Michael Vasu
4	Kyle Baggett	\$21,423	\$41,482	96	Tyler Boulden	Josh West
5	Jordan Bayles	\$21,080	\$21,080	97	Justin Hermann	Dustin Venekamp
6	Kian Frost	\$20,743	\$21,875	98	Nicholas Chuma	S-S-Bendure-Hartwig
7	Lukas Yoder	\$20,305	\$25,482	97	Malcolm Pasquier	West-Osili-Moody
8	Kerly Salazar	\$19,846	\$21,063	100	Adianeza Rodriguez	Hemerson Gonzalez
9	De'Carleon Townsend	\$18,976	\$19,407		77.0 London Burnett	S-S-Parks-Salvaggi
10	Jusem Hajali	\$18,848	\$23,263		87.8 Taleb Jammou Hajali	Walter Icaza
11	Benjamin Young	\$18,751	\$18,751	93	Braydon Cameron	Simon Arias
12	Jason Musall	\$18,391	\$19,949	98	Joshua Jackson	Brian Schreiter
13	Josefina Lugo	\$18,349	\$21,762	93	Justin Diaz	Theodore Pappas
14	Ethan Tolbert	\$16,867	\$33,848	93	Steven King	Darcy Schrieber
15	Courtney Weseman	\$15,994	\$20,882	89	Priscilla Blanco	Desi Dimitrova
16	Vincenzo Montaggiioni Colmenarez	\$15,795	\$19,309		83.2 Axel Carrasquel	Fort Worth Latino Division
17	Luis Gutierrez Jr	\$15,748	\$26,079		74.8 Michael Romero	Mathew Hart
18	Race Rogers	\$14,749	\$16,858	89	Mickey Adkins	Darcy Schrieber
19	Brendan Matcham	\$14,555	\$21,578		81.6 Nicholas Chuma	S-S-Bendure-Hartwig
20	Daoud Naser	\$14,371	\$27,801	91	Matthew Conrad	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$192,431 1st 6 Mo Agt MORGAN EVANS | \$195,384 Net ALP LINO STRUSSIONE

## YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Scott Urbanowicz	\$599,976	\$829,830	94	Joe Lewo	Henderson-Locker
*2	Damaris Trejo	\$252,871	\$509,337	93	Zach Otto	Sabrina Lloyd
*3	Dalton Cassavoy	\$250,477	\$475,840	97	Mark Dushaj	AO
*4	Randy Tucker	\$175,139	\$415,729	93	Eno Iftiu	AO
*5	Daoud Naser	\$168,695	\$430,023	91	Matthew Conrad	S-S-Parks-Salvaggi
6	De'Carleon Townsend	\$137,986	\$236,196		77.0 London Burnett	S-S-Parks-Salvaggi
7	Mariana Morales	\$133,004	\$264,218	96	Zach Otto	Sabrina Lloyd
8	Robert Burns	\$129,526	\$376,249		79.1 Daniel Prinzo	S-S-Parks-Salvaggi
9	Melissa Grieb	\$126,261	\$223,479		93.0 Eno Iftiu	AO
10	Christopher Montoni	\$117,261	\$221,788		82.1 Ian Zollos	S-S-Parks-Salvaggi
11	Adrian Perez Gonzalez	\$106,531	\$109,584	84	Dairon Arbona Fonseca	Adel Al Choufi Naim
12	Kyle Baggett	\$100,935	\$192,091	96	Tyler Boulden	Josh West
13	Garron Moffett	\$100,449	\$161,987	96	Alec Seibold	Josh West
14	Alessandro Succurro	\$95,568	\$126,970		81.7 Mark Dushaj	AO
15	Ryan Schreiber	\$91,497	\$162,243	87	William Thomas	S-S-Parks-Salvaggi
16	Luis Gutierrez Jr	\$89,732	\$151,699		74.8 Michael Romero	Mathew Hart
17	Erald Tomorri	\$80,279	\$183,407		84.6 Arif Hajro	AO
18	Ardian Gojcaj	\$78,573	\$170,903	96	Mark Dushaj	AO
19	Austin Barnhart	\$77,031	\$99,249	91	Jenna Grula	Simon Arias
20	Lindsay Belham	\$75,198	\$82,097		80.7 Jillian Getz	AO

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt MORIAH CHANDLER | \$1,476,253 Net ALP MORIAH CHANDLER

# GENERAL AGENTS



**1** MICHAEL LEWO  
ALTAMONTE SPRINGS, FL



**2** TANNER WEST  
HOUSTON, TX



**3** JOZEF TINAJ  
UTICA, MI



**4** ZAKARIA ELGAHMI  
TROY, MI



**5** SAMANTHA GARCIA  
SPOKANE, WA



**6** TYLER LAN  
LAKEWOOD, CA



**7** CARLOS DE SOUSA CARDOZO  
ORLANDO, FL



**8** JARED ROBERTSON  
LOS ANGELES, CA



**9** DILLON ZARTMAN  
COLUMBUS, OH



**10** ESTEPHANIE MONTECILLO  
FARMERS BRANCH, TX

## SEPTEMBER

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Michael Lewo	\$74,766	\$107,328	95	Joe Lewo	Henderson-Locker
2	Tanner West	\$50,261	\$54,713		86.1 Clayton Slaughter	Michael Vasu
3	Jozef Tinaj	\$35,459	\$136,495		89.3 Mark Dushaj	AO
4	Zakaria Elgahmi	\$32,998	\$31,647		81.0 Steven King	Darcy Schrieber
5	Samantha Garcia	\$32,801	\$51,747	95	Matthew Kerfoot	AO
6	Tyler Lan	\$30,276	\$30,276	95	Ashlynn Orng	AO
7	Carlos De Sousa Cardozo	\$29,280	\$29,860	94	Yael Enriquez	Capozucca-H-W
8	Jared Robertson	\$29,131	\$35,214	96	Derek Johnson	Cohen-Velasquez
9	Dillon Zartman	\$28,908	\$70,145		86.3 Nicholas Chuma	S-S-Bendure-Hartwig
10	Estephanie Montecillo	\$28,344	\$29,292	89	Adianeza Rodriguez	Hemerson Gonzalez
11	Evan Pinkerton	\$28,222	\$68,089	94	Braydon Cameron	Simon Arias
12	Michael Locke	\$27,856	\$39,579		83.8 Timothy Wilson	Prata-Wilson
13	Nicole LePage	\$27,761	\$29,982		77.7 Timothy Wilson	Prata-Wilson
14	Asante Jackson	\$27,485	\$33,428	93	London Burnett	S-S-Parks-Salvaggi
15	Kylee Blehm	\$27,221	\$32,140	97	Justin Hermann	Dustin Venekamp
16	Kurt Evans	\$27,154	\$70,696		89.8 Tyler Boulden	Josh West
17	Kurt Meaux	\$26,965	\$27,726	92	Joshua Jackson	Brian Schreiter
18	Brandon Bennett	\$26,604	\$52,077	97	Joseph Crivelli	Simon Arias
19	Joshua McTier	\$25,685	\$50,788		80.0 Matthew Turnquist	Richard Correa
20	Matthew Adams	\$25,615	\$22,048	87	Mickey Adkins	Darcy Schrieber

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt MEGAN JOHNSON | \$437,263 Net ALP MEGAN JOHNSON

## YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Jozef Tinaj	\$578,240	\$1,700,422		89.3 Mark Dushaj	AO
*2	Danny Souri	\$482,096	\$1,086,666		83.0 Zach Otto	Sabrina Lloyd
*3	Dmitry Pendro	\$364,936	\$604,220	93	Joseph Crivelli	Simon Arias
*4	Bryce Engstrom	\$320,128	\$542,053		91.0 Brandon Minor	AO
*5	Mario Borino	\$307,882	\$641,798	89	Jonathan Rindt	Simon Arias
6	Elio Mertiri	\$264,175	\$344,207		89.6 Arif Hajro	AO
7	Tanner West	\$261,486	\$364,516		86.1 Clayton Slaughter	Michael Vasu
8	Joshua McTier	\$247,056	\$357,400		80.0 Matthew Turnquist	Richard Correa
9	Carrington Hanna	\$245,871	\$814,546		88.5 Eno Iftiu	AO
10	Connor O'Donnell	\$229,558	\$718,776		80.9 Arturo Romero	S-S-Parks-Salvaggi
11	Jihad Ottallah	\$222,136	\$858,863	91	Matthew Conrad	S-S-Parks-Salvaggi
12	Kurt Evans	\$215,848	\$537,490		89.8 Tyler Boulden	Josh West
13	David Ferriolo	\$215,771	\$373,884		80.7 John Catalano	Simon Arias
14	Mathew Kahwaji	\$214,811	\$711,704		85.6 Eno Iftiu	AO
15	Miguel Diego	\$214,695	\$399,882		76.5 Aaron Piotrowski	Sabrina Lloyd
16	Michael Lewo	\$213,211	\$293,225	95	Joe Lewo	Henderson-Locker
17	Noah Vongunden	\$210,864	\$445,279	90	Spencer Kozej	Simon Arias
18	Tyler Tasa	\$208,723	\$408,314	97	Alec Seibold	Josh West
19	Zachary Hager	\$204,676	\$525,564	89	Ian Zollos	S-S-Parks-Salvaggi
20	Omar Al Choufi Cumarin	\$204,320	\$239,014	81	Dairon Arbona Fonseca	Adel Al Choufi Naim

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt MEGAN JOHNSON | \$2,259,927 Net ALP MEGAN JOHNSON

## CATEGORIES I-XII



**RYAN STENGLEIN**  
WAYZATA, MN



**ERIC THOMPSON**  
BRUNSWICK, OH



**CLAYTON SLAUGHTER**  
HOUSTON, TX



**PAUL SAMRA**  
CONCORD, CA



**SCOTT WHEELER**  
HALIFAX, NS



**NICHOLAS CHUMA**  
COLUMBUS, OH



**ASHLEY RUST**  
FISHERS, IN



**PETER GABRANSKI**  
WILMINGTON, MA



**GIOVANNI VACCA**  
DES PLAINES, IL



**ALEC SEIBOLD**  
NOBLESVILLE, IN



**NICOLE PRESTON**  
LONDONDERRY, NH



**JUSTIN HERMANN**  
IRVING, TX

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## SEPTEMBER

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Ryan Stenglein</b>	52.2%	\$273,716	\$179,879	87.2	AO	
<b>II Eric Thompson</b>	12.5%	\$100,095	\$88,958	83.1	S-S-Parks-Salvaggi	
<b>III Clayton Slaughter</b>	49.7%	\$114,863	\$76,713	80.8	Michael Vasu	
Jeffrey Espinal	48.3%	\$94,699	\$63,838	79.7	Theodore Pappas	
Jake Gelb	13.6%	\$111,918	\$98,540	80.9	Nick Moore	
<b>IV Paul Samra</b>	41.5%	\$115,365	\$81,505	85.7	Andrew McQuade	
Meaghan Krecsko	12.6%	\$88,274	\$78,379	86.6	AO	
<b>V Scott Wheeler</b>	3.6%	\$81,552	\$78,714	88.9	Satti-Kanaan	
<b>VI Nicholas Chuma</b>	69.6%	\$124,857	\$73,616	82.9	S-S-Bendure-Hartwig	
Brandon Summerton	52.2%	\$84,509	\$55,541	79.5	AO	
Kelly Ekker	23.0%	\$66,099	\$53,721	81.6	Tiffany Wagner	
<b>VII Ashley Rust</b>	43.0%	\$46,118	\$32,250	88.2	AO	
Jovanie Scarlett	24.3%	\$66,795	\$53,735	75.3	Weatherspoon-Harris	
Marisa Willgruber	23.0%	\$50,795	\$41,297	84.6	Theodore Pappas	
<b>VIII Peter Gabranski</b>	114.8%	\$77,846	\$36,239	74.7	Albert Serur	
Phi Phan	92.5%	\$110,916	\$57,622	81.0	Desi Dimitrova	
Bobby Hamilton	85.5%	\$59,820	\$32,250	84.7	AO	
<b>IX Giovanni Vacca</b>	115.3%	\$77,575	\$36,037	82.7	Tommy Vena	
Erin Allen	60.9%	\$52,185	\$32,440	76.6	Richard Correa	
Daniel Orr	19.4%	\$59,739	\$50,024	81.4	Satti-Kanaan	
<b>X Alec Seibold</b>	111.4%	\$68,167	\$32,250	88.9	Josh West	
Steven Warner	79.6%	\$57,933	\$32,250	84.7	AO	
Tomarus Burks	70.9%	\$63,396	\$37,090	76.4	Tom Williams	
<b>XI Nicole Preston</b>	148.2%	\$80,059	\$32,250	80.3	Kris Thieme	
Mike Paragiou	73.2%	\$55,853	\$32,250	85.0	S-S-Parks-Salvaggi	
Kelly Schoenherr	57.3%	\$52,676	\$33,490	77.3	Philip Prata	
<b>XII Justin Hermann</b>	133.5%	\$85,259	\$36,508	82.8	Dustin Venekamp	
Alon Barnur	127.4%	\$73,338	\$32,250	85.7	AO	
Tyler Boulden	116.2%	\$113,734	\$52,607	86.9	Josh West	

ALL TIME RECORD: \$740,339 Net ALP ENO IFTIU

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Eno Iftiu</b>	44.6%	\$2,865,482	\$1,981,073	87.1	AO	
Mark Neilson	22.2%	\$1,812,517	\$1,482,932	79.7	AO	
<b>II Arif Hajro</b>	83.8%	\$2,437,185	\$1,325,747	84.4	AO	
Matthew Conrad	38.3%	\$1,559,672	\$1,127,445	84.9	S-S-Parks-Salvaggi	
Bobby Gujral	23.6%	\$1,472,976	\$1,191,563	86.7	AO	
<b>III Mark Bernsdorff</b>	70.3%	\$1,493,929	\$877,088	80.0	Simon Arias	
Jenny Kim	33.2%	\$1,267,727	\$951,455	82.8	AO	
<b>IV Paul Samra</b>	37.0%	\$988,338	\$721,488	85.7	Andrew McQuade	
Daniel Prinzo	29.1%	\$1,019,436	\$789,406	84.6	S-S-Parks-Salvaggi	
Meaghan Krecsko	13.8%	\$771,621	\$678,176	86.6	AO	
<b>V Brody Maughan-Evanson</b>	178.0%	\$1,783,510	\$641,627	82.0	Simon Arias	
Joshua Dishong	60.2%	\$983,846	\$614,153	86.0	S-S-Bendure-Hartwig	
Zachery Kertulis	22.2%	\$718,474	\$588,014	80.2	S-S-Parks-Salvaggi	
<b>VI Nicholas Chuma</b>	100.3%	\$1,131,814	\$565,006	82.9	S-S-Bendure-Hartwig	
Brandon Minor	35.9%	\$761,062	\$560,179	89.2	AO	
Brandon Summerton	24.9%	\$680,500	\$544,709	79.5	AO	
<b>VII Jessica Chang</b>	43.8%	\$695,912	\$483,968	82.9	AO	
Stuart Pagan	39.9%	\$711,605	\$508,494	88.1	Mathew Hart	
Ashley Rust	17.7%	\$515,174	\$437,775	88.2	AO	
<b>VIII Phi Phan</b>	88.0%	\$853,945	\$454,135	81.0	Desi Dimitrova	
Bobby Hamilton	47.3%	\$667,827	\$453,360	84.7	AO	
Joshua Goodman	18.2%	\$518,775	\$438,746	74.1	Richard Correa	
<b>IX Giovanni Vacca</b>	67.9%	\$680,787	\$405,489	82.7	Tommy Vena	
Kimberly Hamilton	35.4%	\$549,375	\$405,821	84.3	Brett Gryska	
Jesse Doherty	28.9%	\$512,261	\$397,518	80.8	AO	
<b>X Alec Seibold</b>	107.4%	\$601,986	\$290,250	88.9	Josh West	
Tomarus Burks	79.1%	\$655,721	\$366,162	76.4	Tom Williams	
Christopher Bungay	44.3%	\$418,739	\$290,250	77.0	Satti-Kanaan	
<b>XI Conor Markins</b>	94.2%	\$633,913	\$326,400	80.1	Simon Arias	
Veronica Coval	76.2%	\$586,842	\$333,087	85.6	Fisher-Hall	
Nicole Preston	38.1%	\$462,094	\$334,560	80.3	Kris Thieme	
<b>XII Jonathan Rindt</b>	321.0%	\$1,288,943	\$306,158	82.2	Simon Arias	
Alon Barnur	152.4%	\$758,510	\$300,467	85.7	AO	
Justin Hermann	100.7%	\$606,653	\$302,338	82.8	Dustin Venekamp	

ALL TIME RECORD: \$4,005,969 Net ALP MARC SALVAGGI

## CATEGORIES XIII-XX & ROOKIE



**XIII**  
NAKITA FORTIN  
METAIRIE, LA



**XIV**  
CODY GARDNER  
NEW YORK, NY



**XV**  
EVAN DONOGHUE  
LAS VEGAS, NV



**XVI**  
MAYRA ROBLES  
HOUSTON, TX



**XVII**  
AARON PARKS  
WEXFORD, PA



**XVIII**  
VIKTORIOUS DUGAN  
EL SOBRANTE, CA



**Rookie**  
LUIS VELASQUEZ  
HOUSTON, TX

### SEPTEMBER

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII</b> <b>Nakita Fortin</b>	121.3%	\$71,374	\$32,250	84.3	84.3	Denis-Michael Catalano
Jesus Parra	47.0%	\$52,403	\$35,654	84.1		Cohen-Velasquez
Colin Ghee	16.8%	\$37,656	\$32,250	78.7		Simon Arias
<b>XIV</b> <b>Cody Gardner</b>	71.4%	\$55,288	\$32,250	86.5	86.5	Albert Serur
Juan Olvera	70.0%	\$54,832	\$32,250	78.5		Stephen Jubrey
Hasan Ghazal	34.0%	\$43,221	\$32,250	85.4		Satti-Kanaan
<b>XV</b> <b>Evan Donoghue</b>	147.9%	\$79,948	\$32,250	79.5	79.5	Corey Neff
Jennifer Ragan	37.8%	\$44,438	\$32,250	87.1		AO
John Catalano	37.2%	\$44,245	\$32,250	77.5		Simon Arias
<b>XVI</b> <b>Mayra Robles</b>	39.6%	\$45,037	\$32,250	86.1	86.1	Michael Vasu
<b>XVII</b> <b>Aaron Parks</b>	37.2%	\$44,232	\$32,250	76.6	76.6	Simon Arias
Jonathan Phillips	15.9%	\$37,382	\$32,250	78.9		Blake Ralston
<b>XVIII</b> <b>Viktorious Dugan</b>	23.7%	\$39,895	\$32,250	97.9	97.9	AO

ALL TIME RECORD: \$740,339 Net ALP ENO IFTIU

### SEPTEMBER ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie</b> <b>Luis Velasquez</b>	218.5%	\$70,465	\$32,250	86,404	81.3	81.3	Jesus Romero
Sean Taylor	185.0%	\$59,671	\$32,250	80,341	78.5		Moriah Chandler
Mark Dushaj	183.9%	\$59,323	\$32,250	237,895	86.7		AO
Timothy Wilson	177.1%	\$57,118	\$32,250	74,810	79.9		Prata-Wilson
Arturo Romero	142.9%	\$46,075	\$32,250	110,147	82.6		S-S-Parks-Salvaggi
Derek Johnson	132.4%	\$42,698	\$32,250	70,874	81.9		Cohen-Velasquez
Maria Martinez	130.9%	\$42,215	\$32,250	50,305	79.4		Capozucca-H-W
Anthony Mazurkewicz	120.9%	\$38,994	\$32,250	111,243	78.5		Giddens-Giddens
Beau Cullen	107.7%	\$34,748	\$32,250	40,263	74.8		Corey Neff
Mickey Adkins	106.6%	\$34,393	\$32,250	36,848	80.6		Darcy Schrieber

### YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII</b> <b>Nakita Fortin</b>	67.5%	\$486,303	\$290,250	84.3	84.3	Denis-Michael Catalano
Adrienne Bragas	40.9%	\$409,020	\$290,250	85.4		AO
Gary Slocum	22.0%	\$354,207	\$290,250	78.3		Desi Dimitrova
<b>XIV</b> <b>Cody Gardner</b>	58.1%	\$458,957	\$290,250	86.5	86.5	Albert Serur
Hasan Ghazal	21.4%	\$352,449	\$290,250	85.4		Satti-Kanaan
Magda Figueiredo	14.4%	\$332,094	\$290,250	85.1		Giglione-Ackerman
<b>XV</b> <b>John Catalano</b>	43.0%	\$415,179	\$290,250	77.5	77.5	Simon Arias
Evan Donoghue	35.7%	\$393,984	\$290,250	79.5		Corey Neff
Alexandra Longo	24.6%	\$361,751	\$290,250	90.6		Hart-Lewicki
<b>XIX</b> <b>Francesca Veltri</b>	11.4%	\$323,207	\$290,250	81.4	81.4	Giglione-Ackerman

ALL TIME RECORD: \$4,005,969 Net ALP MARC SALVAGGI

### YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie</b> <b>Sean Taylor</b>	346.8%	\$1,006,550	\$290,250	1,279,897	78.5	78.5	Moriah Chandler
Mark Dushaj	312.7%	\$907,667	\$290,250	3,423,887	86.7		AO
Joseph Crivelli	228.2%	\$662,404	\$290,250	1,363,174	93		Simon Arias
Luis Velasquez	125.4%	\$363,979	\$290,250	553,623	81.3		Jesus Romero
Spencer Kozej	124.9%	\$362,647	\$290,250	1,034,817	82.2		Simon Arias
Maria Martinez	122.6%	\$355,732	\$290,250	516,815	79.4		Capozucca-H-W
Elvis Cartaya	101.7%	\$295,244	\$290,250	512,828	81.6		AO

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## CATEGORIES I-VIII



**MIKE PARAGIOU**  
ST LOUIS, MO



**RYAN STENGLEIN**  
WAYZATA, MN



**JAMES SODAN**  
MARLBOROUGH, MA



**MARK DUSHAJ**  
WASHINGTON, MI



**BOBBY HAMILTON**  
NOLENSVILLE, TN



**CODY GARDNER**  
NEW YORK, NY



**JAKE YAGJIAN**  
WILMINGTON, MA



**ANDREW CHAMBERS**  
MIDDLETOWN, CT

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Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## SEPTEMBER

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mike Paragiou</b>	13.4%	\$249,044	\$219,627		82.0	S-S-Parks-Salvaggi
<b>II Ryan Stenglein</b>	15.9%	\$306,554	\$264,414		83.5	AO
<b>III James Sodan</b>	4.0%	\$221,312	\$212,762		79.9	Nick Moore
<b>IV Mark Dushaj</b>	12.1%	\$248,003	\$221,256		86.7	AO
<b>V Bobby Hamilton</b>	26.6%	\$154,675	\$122,204		80.7	AO
Joe Lewo	18.7%	\$212,331	\$178,847		78.3	Henderson-Locker
<b>VI Cody Gardner</b>	37.1%	\$127,280	\$92,819		79.9	Albert Serur
Tyler Boulden	36.3%	\$182,998	\$134,272		88.5	Josh West
Chase Miller	18.7%	\$174,821	\$147,322		80.4	S-S-Bendure-Hartwig
<b>VII Jake Yagjian</b>	114.1%	\$137,496	\$64,217	90		Albert Serur
Melinda-Rae Lyse	74.2%	\$115,777	\$66,462		83.3	AO
Justin Sutton	58.4%	\$175,833	\$110,996		77.5	Giddens-Giddens
<b>VIII Andrew Chambers</b>	56.9%	\$103,892	\$66,214		76.3	Philip Prata
Jake Gelb	36.9%	\$108,278	\$79,101		81.6	Nick Moore
Gary Slocum	36.3%	\$131,493	\$96,491		80.5	Desi Dimitrova

ALL TIME RECORD: \$2,307,263 Net ALP MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mario Hajro</b>	61.2%	\$9,346,208	\$5,798,117		86.4	AO
Mark Neilson	15.6%	\$6,200,889	\$5,363,967		82.0	AO
<b>II Brody Maughan-Evanson</b>	18.1%	\$2,598,763	\$2,199,802		82.3	Simon Arias
Eric Thompson	13.4%	\$2,745,996	\$2,421,293		81.2	S-S-Parks-Salvaggi
Matthew Diulus	13.1%	\$2,635,535	\$2,331,083		79.7	Simon Arias
<b>III Eno Iftiu</b>	44.8%	\$2,865,659	\$1,978,642		86.9	AO
Scott Wheeler	12.3%	\$2,023,774	\$1,801,862		82.7	Satti-Kanaan
James Sodan	10.1%	\$1,994,149	\$1,811,875		79.9	Nick Moore
<b>IV Mark Dushaj</b>	122.3%	\$3,446,001	\$1,550,232		86.7	AO
Andrew Bishop	23.3%	\$2,095,133	\$1,699,567		86.3	AO
<b>V Arif Hajro</b>	75.8%	\$2,512,361	\$1,429,203		84.3	AO
Gregory Rudolph	49.4%	\$2,068,344	\$1,384,404		79.9	Simon Arias
Jenny Kim	35.4%	\$1,778,733	\$1,313,984		80.9	AO
<b>VI Chase Miller</b>	103.4%	\$1,963,397	\$965,136		80.4	S-S-Bendure-Hartwig
Tyler Boulden	78.9%	\$1,647,095	\$920,933		88.5	Josh West
Mark Bernsdorff	57.7%	\$1,707,944	\$1,083,062		81.8	Simon Arias
<b>VII Jessica Chang</b>	86.9%	\$1,543,533	\$825,984		84.6	AO
Melinda-Rae Lyse	41.9%	\$1,173,089	\$826,973		83.3	AO
David Quevillon	33.3%	\$1,443,711	\$1,083,098		83.1	Mathew Hart
<b>VIII Gary Slocum</b>	56.9%	\$1,254,940	\$799,782		80.5	Desi Dimitrova
Daniel Prinzo	54.0%	\$1,117,783	\$725,603		84.7	S-S-Parks-Salvaggi
Paul Samra	35.4%	\$968,390	\$715,013		85.8	Andrew McQuade

ALL TIME RECORD: \$9,042,633 Net ALP MATTHEW PARKS

## CATEGORIES IX–XVI



**IX**

**DUSTIN DUNBAR**  
PHOENIX, AZ



**X**

**JESSE DOHERTY**  
TORONTO, ON



**XI**

**MARISSA NEFF**  
LAS VEGAS, NV



**XII**

**ALEC SEIBOLD**  
NOBLESVILLE, IN



**XIII**

**ANTHONY MAZURKEWICZ**  
HOUSTON, TX



**XIV**

**SAMUEL ARTZIS**  
IRVING, TX



**XV**

**JADWIGA MARTINS**  
MILTON, ON



**XVI**

**JOSEPH CRIVELLI**  
WEXFORD, PA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## SEPTEMBER

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX Dustin Dunbar</b>	<b>30.2%</b>	<b>\$70,189</b>	<b>\$53,904</b>	<b>87.8</b>	<b>Dustin Venekamp</b>	
Michael Gerstein	28.3%	\$78,166	\$60,946	82.6	Giglione-Ackerman	
<b>X Jesse Doherty</b>	<b>92.0%</b>	<b>\$74,128</b>	<b>\$38,608</b>	<b>83.2</b>	<b>AO</b>	
Steven King	77.9%	\$69,614	\$39,140	82.3	Darcy Schrieber	
Nicholas Chuma	76.7%	\$124,082	\$70,209	82.9	S-S-Bendure-Hartwig	
<b>XI Marissa Neff</b>	<b>221.6%</b>	<b>\$103,709</b>	<b>\$32,250</b>	<b>81.7</b>	<b>Corey Neff</b>	
Peter Gabranski	191.4%	\$93,961	\$32,250	78.0	Albert Serur	
Phi Phan	122.5%	\$111,271	\$50,007	81.2	Desi Dimitrova	
<b>XII Alec Seibold</b>	<b>109.2%</b>	<b>\$67,466</b>	<b>\$32,250</b>	<b>88.9</b>	<b>Josh West</b>	
Steven Warner	79.6%	\$57,933	\$32,250	84.7	AO	
David Bilotti	46.8%	\$60,257	\$41,061	82.9	Corey Neff	
<b>XIII Anthony Mazurkewicz</b>	<b>267.5%</b>	<b>\$118,528</b>	<b>\$32,250</b>	<b>76.9</b>	<b>Giddens-Giddens</b>	
Jonathan Rindt	129.7%	\$98,294	\$42,784	82.2	Simon Arias	
Daisy Vasu	125.8%	\$72,818	\$32,250	82.7	Michael Vasu	
<b>XIV Samuel Artzis</b>	<b>47.4%</b>	<b>\$47,872</b>	<b>\$32,485</b>	<b>82.8</b>	<b>AO-Lorence</b>	
Kwabena Antwi	27.8%	\$41,211	\$32,250	82.0	Jeremy Rivers	
Lee Jeffers	22.2%	\$39,425	\$32,250	92.5	AO	
<b>XV Jadwiga Martins</b>	<b>88.3%</b>	<b>\$34,467</b>	<b>\$18,308</b>	<b>87.9</b>	<b>AO</b>	
Kade Beck	55.3%	\$50,084	\$32,250	84.7	Brian Schreiter	
John Catalano	37.2%	\$44,245	\$32,250	77.5	Simon Arias	
<b>XVI Joseph Crivelli</b>	<b>452.4%</b>	<b>\$178,164</b>	<b>\$32,250</b>	<b>92</b>	<b>Simon Arias</b>	
Keith James	84.3%	\$11,565	\$6,275	78.0	Simon Arias	
Robin Gonzalez	67.4%	\$20,187	\$12,057	77.3	Phillip Waisman	

ALL TIME RECORD: \$2,307,263 Net ALP MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX Dustin Dunbar</b>	<b>21.0%</b>	<b>\$754,550</b>	<b>\$623,348</b>	<b>87.8</b>	<b>Dustin Venekamp</b>	
Slavita Hut	19.7%	\$795,446	\$664,299	81.7	John Young	
<b>X Nicholas Chuma</b>	<b>116.4%</b>	<b>\$1,170,944</b>	<b>\$541,008</b>	<b>82.9</b>	<b>S-S-Bendure-Hartwig</b>	
Stella Roznovan	70.1%	\$915,608	\$538,343	79.4	Cohen-Velasquez	
Veronica Coval	52.6%	\$831,575	\$544,898	84.6	Fisher-Hall	
<b>XI Phi Phan</b>	<b>91.4%</b>	<b>\$868,999</b>	<b>\$454,135</b>	<b>81.2</b>	<b>Desi Dimitrova</b>	
Justin Hermann	59.1%	\$793,599	\$498,791	81.2	Dustin Venekamp	
Marissa Neff	47.3%	\$634,810	\$431,027	81.7	Corey Neff	
<b>XII Alec Seibold</b>	<b>68.6%</b>	<b>\$622,345</b>	<b>\$369,192</b>	<b>88.9</b>	<b>Josh West</b>	
Daniel Zotter	53.3%	\$625,423	\$408,010	81.1	Brett Gryska	
Alan Sedaghat	39.7%	\$557,894	\$399,343	82.5	AO	
<b>XIII Jonathan Rindt</b>	<b>344.1%</b>	<b>\$1,288,934</b>	<b>\$290,250</b>	<b>82.2</b>	<b>Simon Arias</b>	
James Marks	283.1%	\$1,335,854	\$348,671	80.9	Simon Arias	
Alon Barnur	147.4%	\$763,210	\$308,540	85.7	AO	
<b>XIV Richard Whyte</b>	<b>40.0%</b>	<b>\$406,322</b>	<b>\$290,250</b>	<b>84.5</b>	<b>AO</b>	
Aaron Friedlander	13.9%	\$362,983	\$318,612	83.9	Steve Friedlander	
<b>XV Kade Beck</b>	<b>47.8%</b>	<b>\$429,019</b>	<b>\$290,250</b>	<b>84.7</b>	<b>Brian Schreiter</b>	
John Catalano	43.0%	\$415,179	\$290,250	77.5	Simon Arias	
Jadelene Welty	28.0%	\$371,554	\$290,250	80.2	Andrew McQuade	
<b>XVI Joseph Crivelli</b>	<b>482.3%</b>	<b>\$1,690,233</b>	<b>\$290,250</b>	<b>92</b>	<b>Simon Arias</b>	
Elvis Cartaya	80.3%	\$523,409	\$290,250	81.6	AO	
Tucker Gregor	67.3%	\$485,534	\$290,250	96	West-Moody	

ALL TIME RECORD: \$9,042,633 Net ALP MATTHEW PARKS

## CATEGORIES I-VII



SIMON ARIAS



HENDERSON-LOCKER



SATTI-KANAAN



ALBERT SERUR



TOMMY VENA



GIDDENS-GIDDENS



DENIS-MICHAEL CATALANO

## SEPTEMBER

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>I Simon Arias</b>	<b>66.6</b>	<b>\$1,234,957</b>	<b>\$1,854,300</b>		<b>79.6</b>	<b>6.7</b>
AO	72.8	\$4,349,615	\$5,971,000		83.4	5.1
<b>II Henderson-Locker</b>	<b>114.0</b>	<b>\$366,136</b>	<b>\$321,300</b>		<b>77.6</b>	<b>4.2</b>
<b>III Satti-Kanaan</b>	<b>103.3</b>	<b>\$403,424</b>	<b>\$390,600</b>		<b>83.6</b>	<b>60.2</b>
Darcy Schrieber	102.7	\$234,918	\$228,800	92		51.4
Nick Moore	88.5	\$344,875	\$389,600		81.2	18.9
Jamison Weatherspoon	91.2	\$315,783	\$346,100		79.9	16.2
Arias-Dlabik	50.6	\$191,159	\$377,600		78.6	7.4
<b>IV Albert Serur</b>	<b>128.4</b>	<b>\$304,933</b>	<b>\$237,500</b>		<b>79.9</b>	<b>18.4</b>
Josh West	105.9	\$309,409	\$292,100		89.7	1.9
Andrew McQuade	85.4	\$305,826	\$358,200		84.2	0.5
<b>V Tommy Vena</b>	<b>129.1</b>	<b>\$217,615</b>	<b>\$168,500</b>		<b>81.8</b>	<b>39.7</b>
Fisher-Hall	76.1	\$184,074	\$242,000		82.5	2.3
<b>VI Giddens-Giddens</b>	<b>169.2</b>	<b>\$252,738</b>	<b>\$149,400</b>		<b>78.0</b>	<b>23.9</b>
Corey Neff	85.3	\$140,392	\$164,600		78.0	20.2
Brian Schreiter	80.4	\$133,796	\$166,400		78.1	12.6
Slav Bitman	73.9	\$140,475	\$190,000		84.4	4.1
<b>VII Denis-Michael Catalano</b>	<b>93.5</b>	<b>\$140,453</b>	<b>\$150,200</b>		<b>80.1</b>	<b>64.9</b>
Chalom-Chalom	94.8	\$112,954	\$119,100		84.7	46.9

## YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>I S-S-Parks-Salvaggi</b>	<b>100.7</b>	<b>13,031,382</b>	<b>12,938,400</b>		<b>82.6</b>	<b>15.8</b>
Simon Arias	97.8	15,962,732	16,328,700		79.6	12.4
AO	88.7	51,086,815	57,621,400		83.4	2.1
<b>II S-S-Bendure-Hartwig</b>	<b>113.1</b>	<b>5,395,629</b>	<b>4,772,100</b>		<b>83.8</b>	<b>30.0</b>
Mathew Hart	89.6	3,492,726	3,897,600		79.9	3.1
Brett Gryska	93.9	4,832,134	5,147,100		83.8	2.9
<b>III Darcy Schrieber</b>	<b>85.7</b>	<b>1,911,362</b>	<b>2,229,100</b>	<b>92</b>		<b>21.4</b>
Satti-Kanaan	96.2	3,464,224	3,600,700		83.6	10.5
Nick Moore	84.7	3,111,972	3,672,600		81.2	0.3
<b>IV Josh West</b>	<b>114.5</b>	<b>2,895,260</b>	<b>2,528,100</b>		<b>89.7</b>	<b>31.7</b>
Andrew McQuade	116.2	2,966,681	2,552,400		84.2	26.1
Albert Serur	99.3	2,781,046	2,800,800		79.9	14.2
Philip Prata	99.5	2,200,299	2,211,900		80.7	7.0
Tom Williams	89.7	2,816,036	3,140,400		74.3	3.1
<b>V Tommy Vena</b>	<b>117.6</b>	<b>2,115,316</b>	<b>1,798,800</b>		<b>81.8</b>	<b>35.3</b>
Cindy Furer	97.5	1,917,684	1,965,900		77.4	12.2
<b>VI Giddens-Giddens</b>	<b>107.3</b>	<b>1,616,346</b>	<b>1,506,000</b>		<b>78.0</b>	<b>23.5</b>
Ryan Bisanz	89.7	1,763,421	1,965,300		74.6	3.2
<b>VII Kevin Holtz</b>	<b>96.7</b>	<b>1,194,705</b>	<b>1,235,400</b>		<b>77.2</b>	<b>11.3</b>
Denis-Michael Catalano	94.1	1,210,840	1,286,400		80.1	8.3

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I-XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

## CATEGORIES VIII–XIII



**VIII**  
DESI DIMITROVA




**IX**  
OLDHAM-MOORE



**X**  
MARK BECKFORD




**XI**  
PRATA-WILSON



**XII**  
WEST-SHOGAR-MOODY





**XIII**  
WALTER ICAZA



EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I–XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I–XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

### TOP % OF NET ALP OBJ



WALTER ICAZA  
Category XIII  
300.4

MOORE-DEFURIO  
Category XIII  
265.3




PRATA-WILSON  
Category XI  
211.7

### SEPTEMBER

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>VIII</b> Desi Dimitrova	<b>116.8</b>	<b>\$165,317</b>	<b>\$141,500</b>		<b>80.9</b>	<b>65.5</b>
Tiffany Wagner	119.6	\$144,753	\$121,000		82.8	54.6
Greg Graham	95.0	\$90,956	\$95,700		77.6	25.8
<b>IX</b> Oldham-Moore	<b>200.9</b>	<b>\$156,535</b>	<b>\$77,900</b>		<b>86.1</b>	<b>197.0</b>
Duni Olusegun	200.3	\$202,334	\$101,000	98		90.3
<b>X</b> Mark Beckford	<b>130.7</b>	<b>\$106,813</b>	<b>\$81,700</b>		<b>77.1</b>	<b>44.2</b>
Kris Thieme	107.6	\$95,472	\$88,700		80.9	35.1
<b>XI</b> Prata-Wilson	<b>211.7</b>	<b>\$128,092</b>	<b>\$60,500</b>	<b>96</b>		<b>100.5</b>
Jeremy Rivers	92.5	\$43,003	\$46,500		80.7	19.9
<b>XII</b> West-Shogar-Moody	<b>108.4</b>	<b>\$45,302</b>	<b>\$41,800</b>	<b>96</b>		<b>21.1</b>
<b>XIII</b> Walter Icaza	<b>300.4</b>	<b>\$111,139</b>	<b>\$37,000</b>	<b>95</b>		<b>N/A</b>
Moore-Defurio	265.3	\$98,173	\$37,000	90		N/A
Myaa Fallon	153.5	\$56,807	\$37,000	91		N/A
Capozucca-H-W	136.0	\$50,305	\$37,000		79.6	4.7
Michael Ezeafulukwe	119.3	\$44,132	\$37,000		83.8	216.5
West-Osili-Moody	113.8	\$42,112	\$37,000	99		N/A
Gryska-Boles	96.7	\$35,792	\$37,000	93		N/A

### YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>VIII</b> Desi Dimitrova	<b>121.9</b>	<b>1,491,931</b>	<b>1,224,300</b>		<b>80.9</b>	<b>40.2</b>
Tiffany Wagner	106.3	1,209,192	1,137,300		82.8	22.3
<b>IX</b> Duni Olusegun	<b>84.8</b>	<b>915,293</b>	<b>1,079,400</b>	<b>98</b>		<b>119.8</b>
Oldham-Moore	120.4	1,231,606	1,022,700		86.1	38.6
AO-Lorence	89.6	884,145	987,000		79.8	3.0
<b>X</b> John Young	<b>110.9</b>	<b>824,120</b>	<b>742,800</b>		<b>82.0</b>	<b>27.7</b>
Mark Beckford	103.7	748,187	721,200		77.1	19.4
Kris Thieme	92.5	712,643	770,400		80.9	6.4
Chad Potts	87.4	479,063	548,100		75.4	0.6
<b>XI</b> Prata-Wilson	<b>278.3</b>	<b>505,104</b>	<b>181,500</b>	<b>96</b>		<b>128.3</b>
Jeremy Rivers	97.4	364,232	374,100		80.7	12.7
<b>XII</b> Williams-Akinade	<b>119.2</b>	<b>507,952</b>	<b>426,300</b>	<b>84</b>		<b>37.3</b>
Nicole Sanders	72.3	240,736	333,000		77.1	22.0
West-Shogar-Moody	100.8	207,278	205,600	96		15.3
<b>XIII</b> Moore-Defurio	<b>281.9</b>	<b>938,754</b>	<b>333,000</b>	<b>90</b>		<b>N/A</b>
Walter Icaza	262.6	388,642	148,000	95		N/A
Gryska-Boles	123.0	273,878	222,600	93		N/A
Capozucca-H-W	105.9	560,989	529,800		79.6	25.6
Myaa Fallon	102.4	349,573	341,400	91		N/A
West-Osili-Moody	97.1	71,838	74,000	99		N/A

## CATEGORY I



**1**  
MALKA ARONY  
CAVE CREEK, AZ



**2**  
TRAVIS DANIELS  
TIONESTA, PA

## CATEGORY II



**1**  
ROBIN ANDRADE  
KINGSTON, MA



**2**  
RONA PILEGGI SPANO  
DARIEN, IL

## CATEGORY III



**1**  
WILLIAM ROL  
HONOLULU, HI



**2**  
DARRELL DOREY  
MAHONE BAY, NS

## CATEGORY IV



**1**  
MICHAEL COOPER  
DES MOINES, IA

## CATEGORY V



**1**  
NOEL ROBBINS  
WESTERVILLE, OH



**2**  
MELISSA LIVELY  
HEAD OF CHEZZETCOOK, NS

## CATEGORY VI



**1**  
TOMMY FLYNN  
SPOKANE, WA



**2**  
CRYSTAL SENOUR  
LEBANON, NJ

## CATEGORY VII



**1**  
DIANNA LUEKE  
BUFORD, GA



**2**  
BARBARA RABELO  
WHITTIER, CA



**1**  
TORI SNOWDEN  
DEWITT, MI



**2**  
ANGELA ENGEL  
DOUGLAS, OK

## CATEGORY VIII

## FIRST SIGNED TG



**COLE BREIER**  
DOVER, NJ

## TOP MANAGERS

### CATEGORY I



**1**  
CHRISTA DAVIS  
SAN DIEGO, CA

### CATEGORY II



**1**  
MORGAN BREIER  
SWARTZ CREEK, MI

### CATEGORY III



**1**  
BILLY SAUERS  
PORT ST. LUCIE, FL

## INDIVIDUAL REPS: SEPTEMBER

Category	Rank	Cards	Obj	% Obj	
I	1	Malka Arony	5,691	3,796	149.9%
	2	Travis Daniels	2,006	1,548	129.6%
II	1	Robin Andrade	2,973	1,212	245.4%
	2	Rona Pileggi Spano	1,546	1,095	141.3%
III	1	William Rol	2,403	845	284.2%
	2	Darrell Dorey	1,362	993	137.3%
	3	Kathy Pappas	935	846	110.5%
IV	1	Michael Cooper	893	800	111.6%
	2	Melissa Lively	888	591	150.1%
	3	Donna Altshue	847	583	145.4%
V	1	Noel Robbins	1,991	601	331.3%
	2	Melissa Lively	888	591	150.1%
	3	Donna Altshue	847	583	145.4%
VI	1	Tommy Flynn	1,131	550	205.5%
	2	Crystal Senour	669	550	121.6%
	3	Dee Hettinger	585	561	104.2%
VII	1	Dianna Lueke	886	550	161.0%
	2	Barbara Rabelo	517	550	94.0%
	3	Lou Nell Busby	516	550	93.7%
VIII	1	Tori Snowden	2,286	550	415.6%
	2	Angela Engel	1,783	550	324.2%
	3	Cherie Henik	1,001	550	182.0%
Rookie	1	Tori Snowden	2,286	550	415.6%
IceBreaker	1	Angela Engel	1,783	550	324.2%

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	David Scalisi	15,620	10,950	142.6%
	2	Rona Pileggi Spano	13,638	9,851	138.4%
II	*1	Rona Pileggi Spano	13,638	9,851	138.4%
	2	Robin Andrade	14,755	10,904	135.3%
III	*1	Kathy Pappas	12,092	7,617	158.7%
	2	Janis Pitts	12,951	8,281	156.4%
	3	William Rol	11,006	7,609	144.6%
IV	*1	Cas Robinson	9,358	6,697	139.7%
	2	George Murry	7,212	6,552	110.1%
	3	Michael Cooper	7,307	7,196	101.5%
V	*1	Noel Robbins	7,725	5,409	142.8%
	2	Thomas Nejman	5,236	5,388	97.2%
VI	*1	Tommy Flynn	5,954	4,950	120.3%
	2	Erica Dalager	5,358	5,080	105.5%
	3	Dee Hettinger	5,195	5,053	102.8%
VII	*1	Lou Nell Busby	11,064	4,950	223.5%
	2	Dianna Lueke	9,408	4,950	190.1%
	3	Brian Ryan	4,732	4,950	95.6%
VIII	*1	Ryan Gregoli	11,698	4,950	236.3%
	2	Tori Snowden	9,979	4,950	201.6%
	3	Celia O'Dell	8,628	4,950	174.3%

ALL TIME RECORD: 61,879 Cards DENISE BOWYER

## MANAGERS: SEPTEMBER

Category	Rank	Cards	Obj	% Obj	
I	1	Christa Davis	10,789	10,891	99.1%
	2	Morgan Breier	6,422	4,718	136.1%
III	1	Billy Sauers	4,205	4,486	93.7%

## MANAGERS: YTD

Category	Rank	Cards	Obj	% Obj	
I	*1	J T Tasker	54,652	56,083	97.4%
	2	Tami Williams	56,420	48,596	116.1%
II	*1	Tami Williams	56,420	48,596	116.1%
	2	Morgan Breier	40,674	42,464	95.8%
III	*1	Lisa Johnson	24,190	22,483	107.6%
	2	Billy Sauers	33,342	33,247	100.3%

## MOST ORIGINAL CARDS GENERATED: YTD

- 1** WILLIAM ROL 7,872
- 2** ROBIN ANDRADE 6,650
- 3** ANNA GUIDO ROHRER 6,305



**1**  
WILLIAM ROL  
HONOLULU, HI

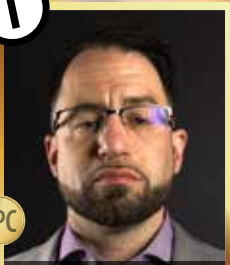



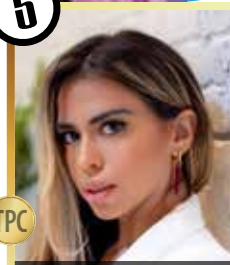
GC = 2022 PR Growth Council Member

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 6,00 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 90% of Growth objective.

# WORLD'S GREATEST BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>DANIEL PARAVISINI</b>	<b>JOSHUA DISHONG</b>	<b>OLEG NOVITCHII</b>	<b>MARSHALL FERNANDEZ</b>	<b>CARMEN ARROYO</b>
\$75,748 AO	\$18,538 S-S-Bendure-Hartwig	\$17,745 S-S-Parks-Salvaggi	\$17,563 AO	\$17,055 Theodore Pappas

## SEPTEMBER BONUS LEADERS | PAYOUT: \$2,057,282 | QUALIFIERS: 2,858

\$ 75,748 Daniel Paravisini	\$ 4,210 Brandon Bennett	\$ 2,997 Connor Meakins	\$ 2,541 Mariana Morales	\$ 2,195 Carrington Hanna	\$ 1,908 Donald Lewis
18,538 Joshua Dishong	4,132 Richard Barbour	2,996 Taikendy Trinh	2,534 Andrea Schmitt	2,187 Kasali Kotun	1,903 William Curl
17,745 Oleg Novitchii	4,076 Richarda Joseph Garcia	2,976 Spencer Kozej	2,529 Ariel McAlister	2,187 Mohamad Awdi	1,900 Arturo Romero
17,563 Marshall Fernandez	4,068 Nadira Singh-Moon	2,975 Ashley Charriere	2,518 Funmilola Elumade	2,159 Ryain Lee	1,893 Alvin Ali
17,055 Carmen Arroyo	4,029 Roydon Riki	2,972 Cameron Ontko	2,515 Roxie Soto	2,156 Leonard Pataca	1,892 Matthew Hunsberger
11,873 Tayari Otis	3,929 Richard Sidoti	2,971 James M Hill	2,512 Braden Buck	2,138 Angel Marquez	1,892 Samantha Maywood Mills
10,287 Viktorious Dugan	3,929 Richard Sidoti	2,958 Lleison Martinez	2,500 Lamine Diakhate	2,134 Kathleen Mezik	1,884 Roger Fredericks
9,780 Roger Fung	3,859 Rochelle Magpantay	2,952 Phi Phan	2,498 Alessandro Succurro	2,111 Benjamin Sulcer	1,883 Ian Pickett
9,080 Lily Sakai	3,859 Steffanie Sainato	2,884 Vienna Howat	2,475 Gregory Caldwell	2,109 Ethan Tolbert	1,882 Efrain Morales
9,072 Scott Whitford	3,838 Gene Hale	2,874 Michele Stewart	2,463 Christopher Smith	2,107 Eugene Kashkin	1,878 Shayla Williamson
8,712 Trevor Bailey	3,809 Razan Zarba	2,873 Romal Omid	2,463 Kathleen McArthur	2,091 Brady Basinger	1,874 Walter Rodriguez
8,251 Jeanneliza Solis	3,773 Ellen Tuttle	2,846 Matthew Zang	2,462 Dawid Liniewski	2,087 Katharine Thorne	1,874 Margarita Hickman
8,212 Omar Hashimi	3,745 Muhammed Ashraf	2,841 Joseph Hervatine	2,461 Damon Brassell	2,084 Brittany Bradshaw	1,830 Joshua McTier
6,997 Scott Urbanowicz	3,742 Kimberly Ramirez	2,837 Amanda Harris	2,459 Jorge Alvarez	2,080 Colin Ghee	1,823 Alyssa Duncan
6,673 Abraham Mogilevsky	3,716 Kurt Evans	2,825 Richard Britos	2,457 Ameenah Muhammad	2,079 Joseph Hedborn	1,821 Hunter Bischoff
6,636 Justin Malone	3,705 Duane Shaw	2,823 Erald Tomorri	2,451 Michelle Alvarez	2,071 Fabian Aniekwensi	1,810 Carlo Trinidad
6,570 Damon Stroup	3,690 Lindsay Staffieri	2,819 Robert Skok	2,450 Firat Ucar	2,061 Melissa Losk	1,808 Austin Allen
6,467 Michael van Delft	3,659 Andrew Brown	2,793 Sean Melaven	2,434 Cathy Dishong	2,058 Sam Huber	1,805 Emmanuel Morrow
6,456 Mike Reed	3,656 Javier Diaz	2,778 Jovencio Sales	2,413 Tony Geer	2,057 Madeylen Meza Castro	1,790 Nora Martin
6,408 Michael Ellis	3,608 Nick Scordos	2,778 Mama Atetu	2,401 Christopher Rives	2,056 Shriyah Sadana	1,789 Kevin Dimery
6,142 Riche Haye	3,598 Endy Suriel	2,777 Victoria Lopes	2,383 Yadira Padilla	2,047 Derek Sutherland	1,788 Calvin Irving
6,135 Carlos Iraheta Barrientos	3,579 Joseph Sciria	2,769 Mark Krog	2,371 Roberto Samano Diaz	2,044 Dennis Manko	1,784 Heather Beatty
6,029 Damaris Trejo	3,552 Michael Castillo Villegas	2,752 Christina Ande	2,350 Jabari Fitzpatrick	2,032 Heather Valdes	1,776 Christopher Rolph
5,982 Alipate Makau	3,542 Elaina Vecchio	2,735 Connor Cook	2,326 Rea Lynch	2,031 Richard Carter	1,769 Vanessa Rodriguez
5,965 Augusto Arango	3,513 Connor O'Donnell	2,722 Marion Polk	2,323 Hector Cruz	2,014 Zuleyma Olivares	1,768 Jenniffer Sosa
5,776 Max Quasem	3,491 Joseph Sarasin	2,711 Jared Kovach	2,323 Chris Anderson	2,008 Asad Ahmed	1,766 Kaiden Herald
5,774 Eric LaBossiere	3,474 Sandra Perez Espinal	2,699 Joseph Michelin	2,318 Taj Tumber	2,005 Kenneth Barker	1,756 Alex Miller
5,562 Joachim Jean	3,463 Michael Battaglio	2,674 Vivian Trinh	2,316 Sasha Oakes	2,002 Jonathan Olivencia	1,743 Tachane Joseph
5,368 Rochelle Mendoza	3,434 Alon Barnur	2,673 Ashkan Khoshmagham	2,310 Kettia Simon	1,978 Christina Scanlon	1,739 William Speckels
5,348 Horace Johnson	3,406 Ryan Vance	2,653 Stuart Pagan	2,308 Olusola Awosanya	1,967 Bruce Tan	1,736 Igor Melcharek
5,269 Tyler Teague	3,388 Ahmad Aqel	2,651 Mondee Nelson	2,307 Elio Mertiri	1,966 Nikolai Zollinger	1,736 Malik Williams
5,258 Aref Sayegh	3,372 Andrew Chambers	2,651 Tony Georges	2,294 Bryan Stoddard	1,954 Obinna Joseph	1,735 Walter Lewicki
5,204 Nikolla Luljguraj	3,370 Harvey Quinn	2,650 Brandon Freeman	2,280 Charles Nacovsky	1,953 Desiree Moore	1,732 Chris Densham
4,944 Joey Kennedy	3,294 Patrice Charles	2,610 Robin Cole	2,275 Jeric Fry	1,953 Francesco Romano	1,732 Hala Herballi
4,894 Austin Rockall	3,276 Babajide Obashoto	2,602 Ivoni Fuimaono	2,275 Ronald Rivera	1,951 Ireland Sirni	1,726 Zeenat Sanni-Balogun
4,825 Tyler McKnight	3,265 April Ross	2,598 Frederick Holguin	2,261 Lamita Dahdah	1,946 Anthony Ferguson	1,725 Jessica Yates
4,754 Maxon Elozier	3,243 Anthony Greco	2,597 Tristan Haynes	2,261 David Mayfield	1,939 Nathan Garlow	1,719 Kye Williams
4,562 Tension Mather	3,186 Fran Tinaj	2,595 Basil Williams	2,257 Patricia Zeitz	1,938 Adam Schaefer	1,717 Daniel Lewis
4,561 Tina Nelson	3,117 Brittmarie Varian	2,592 Adem Abdula	2,251 Brent Henderson	1,936 Michael Williams	1,713 David Bilotti
4,524 Gage Harrington	3,083 Irma Gallardo	2,584 Yakoub Zokari	2,247 Andi Iftiu	1,930 Kaisy Kahalany	1,712 Kenneth Bristow
4,480 Vera Leus	3,052 Peer Shmelzer	2,582 William Shaw	2,234 Ronke Olusegun	1,922 Clayton Strawderman	1,696 Samantha Garcia
4,399 Alex Jankowski	3,012 Brittany Rhodes	2,565 Adianeza Rodriguez	2,228 Larry Brown	1,917 Meenakshi Chavis	1,695 Lawrence Smith
4,372 Matthew Ficarra	3,007 Bryan Juskiw	2,564 Jeremy Van Winkle	2,223 Eric Ramirez	1,910 Jensen Symonds	
4,258 Dillon Zartman	3,004 James Sherwood	2,555 Zuljair Bello	2,200 Christine Morris	1,909 Laurekins Pardovani	
4,244 Evan Pinkerton	3,003 DeAnthony Hartman		2,195 Salaur Khorrami		

\$ 1,685 Vinecia Moore	\$ 1,523 Yolanda Hernandez	\$ 1,376 Kamyar Soleymani	\$ 1,288 Theresa Bryson	\$ 1,066 Christian Shellum
1,681 Connor Fox	1,515 Adriana Aboulwafa	1,375 Elvis Tinaj	1,286 Jaylin Hill	1,065 Devon Hinsperger
1,678 Rafael Melendez	1,514 Adrian Horsham	1,374 Trace Johnson	1,284 Flor Tapia	1,065 Jennifer Savino
1,677 Franko Bilbili	1,513 Brooklyn Brooks	1,372 Gavin Chatman	1,280 Taylor Phillips	1,061 Brian Melvin
1,672 Maria Galvez	1,512 Calvin Dickherber	1,370 Melissa Quijano	1,277 Jennifer Perea	1,058 Sleiman Yammine
1,670 Ikram Al-Shobaki	1,507 Samuel Marzula	1,370 Ashlee Bril	1,274 Shahriar Mohammadi	1,168 Nicole Bolognesi
1,663 Cash Sampson	1,503 Samson Adelufosi	1,370 Cole Kushik	1,273 Anneli Brandt	1,166 Victor Jadoo
1,646 Chris Lewis	1,503 Lee Jeffers	1,367 Gjon Ljuljduraj	1,273 Kelly Betancourt	1,166 Limam Bouabacar
1,644 Garret Russell	1,502 Brandon Hamilton	1,365 Anthony Yard	1,268 Kelly Betancourt	1,166 Hayden Kristophel
1,642 Lance Westlake	1,499 Joshua Briggs	1,364 Brian Morris	1,266 Nathana Brace	1,165 Brian Zigulich
1,641 Steven Sparkes	1,494 Adrain Alfred	1,363 Donita Shanae Myles	1,265 Cameron Hoag	1,163 Betsy Adney
1,640 Stephen Davis	1,490 Nardia Bowen	1,361 Melissa Nguyen	1,265 Sara Flanagan	1,160 Chelsey Baptiste
1,639 Tyler Ortiz	1,489 Susana Vargas	1,360 Gregory Northrup	1,265 Colleen Senecal	1,159 Faith Jones
1,637 Dmitry Pendro	1,488 Omaira Garces Ramonez	1,357 Ashlee Bril	1,263 Mark Hart	1,152 Taylor Patrick
1,636 John Wasserman	1,486 Marvin Fernandez	1,354 Brian Smith	1,261 Alexander Gross	1,152 Veronica Brando
1,632 John Schaeffer	1,478 Donald Wolak	1,353 Steven Barton	1,260 Sabrina Sloan	1,147 Nella Lejeune
1,631 Sarah Saleim	1,475 Mason Duty	1,353 Richard Millington	1,259 Peter Poulakis	1,144 Djuana Turner
1,629 William Malerk	1,468 Rachael Glamp	1,349 Yolette Mompoint	1,259 Vanessa Forouzan	1,144 Shundra Hampton
1,625 Kyle Baggett	1,468 Ernesto Delgadillo	1,347 Ngan Pham	1,258 Kasey Garcia	1,142 Elijah Brown
1,623 Tyler Dubois	1,467 Damon Blackman	1,346 Ruben Terrero	1,256 Henry Jacobs	1,140 Steven T Nguyen
1,616 Tyler Tasa	1,463 Michael Ribovich	1,344 Justin Johns	1,255 MaKayla Reason	1,138 Angel Bannert
1,616 Justin Rydzziel	1,461 Crystal Vairetta	1,343 Garron Moffett	1,250 Toni-Ann Allen	1,137 Adam Telegraphis
1,616 Sylvain Kalombo	1,460 James Ganci	1,339 Talon Voight	1,248 Luis Holguin-Juarez	1,134 Matthew Sturgis
1,613 Joshua Bobb-Semple	1,454 Sylvia Faucher	1,339 Jenny Alvarez	1,248 Craig Joseph	1,131 Jack Fisher
1,613 Christopher Socha	1,454 Sharon Potter	1,332 Daniel Bean	1,247 Ashley Mysza	1,130 Tanner Bourisaw
1,608 Jeffery May	1,452 Daryl Boswellsweet	1,331 Kacey Morgan	1,244 Adam Middleton	1,128 Joshua Notte
1,607 Patrick Minto	1,451 Olga Santillanes	1,330 Jabari Thompson	1,240 Emily Domanski	1,128 David Melemdrez
1,605 Oscar Gastelum	1,450 Sonia Silva	1,328 Katy Rivera	1,239 Nathan Hunt	1,124 Joseph Ciliberti
1,603 Kristina Tuttle	1,446 Austin Ewing	1,328 Deborah Bailey	1,237 Victor Medina	1,124 Cameron Gray
1,600 Alejandro Jardon	1,443 Alex Smith	1,325 Laila Abadi	1,234 Magaly Una	1,123 Erica Bethea
1,593 Jessica Occhipinti	1,442 Paige Schaub	1,324 Hussein Kutkut	1,234 Marie Laine	1,122 Cardell Daniel
1,592 Shayla Williamson	1,441 Maria Diringner	1,323 Vanessa Farias	1,233 Ryan Martin	1,122 Caitlin Evins
1,590 Heath Sheridan	1,440 Josmar Maneiro Antunez	1,322 Ethan High Swaney	1,228 John Wilson	1,121 Shameka Levy
1,589 Marie Campbell	1,425 Marian Gerges	1,321 Mariah Cooper	1,227 Stafford Chipungu	1,119 Jayme Valle
1,588 Amanda Lustbader	1,425 Erik Graham	1,319 Raymond Lau	1,226 Anthony Recker	1,116 Damiya Morris
1,580 Jonathan Villa	1,421 Kacie Converse	1,318 Adam Calnan	1,221 Monique Nelson	1,115 Endri Shkambi
1,575 George Ray	1,421 Mario Andres Chavez	1,318 Enid Franco	1,220 Jonathan Ballard	1,114 Cristian Perez
1,572 Yoline Octave	1,415 Austin Botts	1,314 Yolamar Picon Mora	1,218 Dustin Edgell	1,112 Selina Maldonado
1,570 Sean Rivera	1,411 Kevin Ishikane	1,313 Clifford Carter	1,218 Jeremy Osborn	1,108 Carl Weydeman
1,570 Hunter Wood	1,409 Jadwiga Martins	1,312 Sirdaniel Turner	1,215 Ian Kouba	1,105 Isiah Brown
1,569 Truman Falkner	1,407 Cassandra Margilaj	1,311 Joseph Nelson	1,211 David Ferriolo	1,105 Stephen Nessner
1,567 Jihad Ottallah	1,407 Stefanny Monge	1,304 Mark Diskin	1,210 Fritznel Octave	1,105 Stephanie Silva
1,564 Cassidy Griffin	1,397 Cindy Ramirez	1,303 Joseph Kanaan	1,209 Dylan White	1,104 Michele Faul
1,558 Gregory Grissom	1,397 Nicole Cenkner	1,302 Sherita Thompson	1,208 Kyle Dance	1,098 Eyad Awdi
1,556 Brianna Baker	1,393 Mayra Rivas	1,302 Daniel Arzate Roa	1,199 Nathan Frahm	1,098 Takiyah Smith
1,556 Micah Poplin	1,391 Ashley West	1,301 Muhammad Mansoor	1,196 Celines Santana	1,091 Greta Wilson
1,551 Lu Zhang	1,390 Jennifer Gilkie	1,301 Clayton Gokjovich	1,196 Harinderjit Sidhu	1,089 Michael Maloney
1,549 Ranjana Chopra	1,388 Joseph Cammarata	1,300 Anthony Williams	1,195 Alexander Gomez	1,089 Anne Banco
1,545 Alexis Hawkins	1,386 Donald Shafer	1,300 Eddie Pourjalali	1,193 Bernadette De Guzman	1,089 Christina Konstanzer
1,539 Clarence Harvin	1,386 Andrew Severson	1,299 Lisis Mejia	1,192 Tyler Church	1,088 Jesse Fullmer
1,538 Amber Gordon	1,386 Phillip Peavey	1,298 Herivelto Pereira	1,189 Anthony Spataro	1,088 Rodney A Taylor
1,539 Vanessa Suiter	1,385 Jose Matos	1,298 Penelope King	1,188 Georgia Boquel	1,085 Doris Martinez Garcia
1,538 Jessica Diaz	1,382 Kari Johnson	1,297 Paola Ramos	1,188 Leonardo Vidoza Perdomo	1,188 Jill Fordriek
1,535 Christy Anderson	1,377 Gabriella Weisbom	1,295 Amoy Wyndham	1,188 Cleopatra Sola	1,082 Andrew Bishop
1,531 Bridgett Gardner	1,376 Katherine Carter	1,292 Robin Gonzalez	1,184 Lee Ganz	1,080 Collin Caillier

# LEADERSHIP BONUS

1



DANIEL LI

\$64,385  
AO

2



MARK DUSHAJ

\$25,635  
AO

3



JOE LEWO

\$20,004  
Henderson-Locker

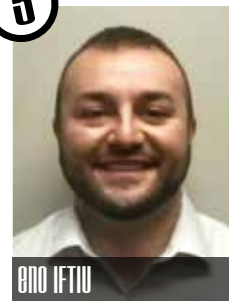
4



MARK NEILSON

\$17,647  
AO

5



ENO IFTIU

\$16,179  
AO

## SEPTEMBER BONUS LEADERS

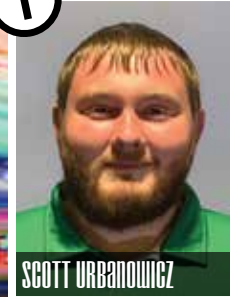
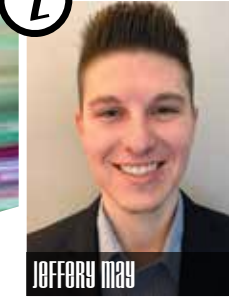
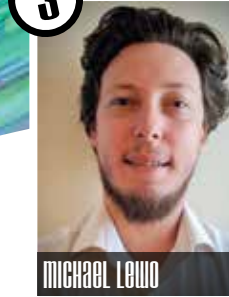
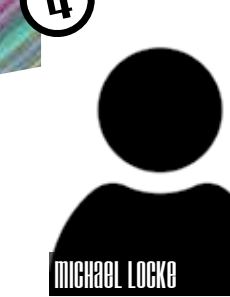

PAYOUT: \$1,422,687

QUALIFIERS: 703

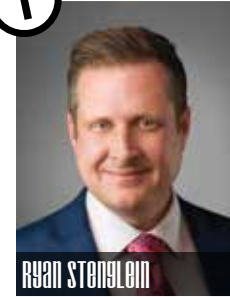
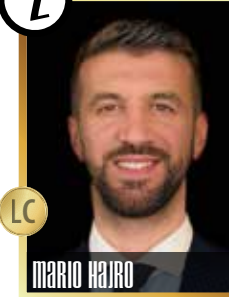

- \$ 64,385 Daniel Li
- 25,635 Mark Dushaj
- 20,004 Joe Lewo
- 17,647 Mark Neilson
- 16,179 Eno Iftiu
- 16,072 Alon Barnur
- 15,837 Moriah Chandler
- 14,488 Zach Otto
- 13,406 Nicholas Chuma
- 12,192 Joshua Olin
- 12,174 Tyler Boulden
- 12,017 Arif Hajro
- 11,867 Romal Omid
- 11,686 Eric Thompson
- 11,627 Jeffrey Espinal
- 11,102 Scott Wheeler
- 11,061 Alberto Alcalá
- 10,813 Joseph Tomanovich
- 10,312 Paul Samra
- 10,132 Bobby Gujral
- 10,131 Joseph Crivelli
- 10,014 Braydon Cameron
- 9,911 Arturo Romero
- 9,910 Justin Hermann
- 9,650 Michael McKiernan
- 9,586 Dustin Dunbar
- 9,486 Jozef Tinaj
- 9,111 Melissa Sidoti
- 9,028 Michael Lewo
- 8,801 Clayton Slaughter
- 8,660 Meaghan Krecsko
- 8,639 Matthew Conrad
- 8,387 Matthew Abdo
- 8,063 Brandon Minor
- 7,822 Jonathan Rindt
- 7,788 Bobby Hamilton
- 7,666 Caren Deanda
- 7,152 Chris La Fond
- 7,107 Klyo Vidal
- 6,950 Taleb Jammoul Hajali
- 6,895 Steven King
- 6,789 Anthony Mazurkewicz
- 6,554 Alec Seibold
- 6,462 Nakita Fortin
- 6,376 Tyler Church
- \$ 6,369 Aaron Parks
- 6,301 John Catalano
- 6,233 Ryan Stenglein
- 6,135 Veronica Coval
- 6,120 Danny Souiri
- 6,084 Steven Warner
- 6,012 Jennifer Ragan
- 5,987 Kevin Appasamy
- 5,984 Daniel Prinzo
- 5,885 Viktorious Dugan
- 5,785 Lubraska Iguaro
- 5,672 Tami Chaimov
- 5,521 George Shafiek
- 5,462 Paul Rumbuc
- 5,414 Peter Gabranski
- 5,375 Timothy Wilson
- 5,336 Matthew Kerfoot
- 5,279 Jake Gelb
- 5,237 Eldine Mpanzu
- 5,177 Jeremiah Russin
- 5,176 Michael Maloney
- 5,092 Derek Foore
- 5,045 Yael Enriquez
- 5,038 Mike Paragiou
- 4,980 Matthew Turnquist
- 4,978 Jillian Getz
- 4,974 Darrell Asbell
- 4,970 Beau Cullen
- 4,950 Justin Diaz
- 4,916 Conor Markins
- 4,893 Duane Shaw
- 4,747 Seth-Thomas Ordeneaux
- 4,704 Gregory Rudolph
- 4,631 Mickey Adkins
- 4,607 Jesse Fullmer
- 4,605 Giovanni Vacca
- 4,526 Mark Lahijani
- 4,461 Tomarus Burks
- 4,390 Ashley Rust
- 4,370 Austin Macias
- 4,295 Katie Stahulak
- 4,275 Bobby Park
- 4,268 Ed-Maggie Myrthil
- 4,207 Sarah Saleim
- 4,155 David Wang
- \$ 4,079 Karen Salek-Cuzmar
- 4,074 Jake Yagjian
- 4,032 Daniel Orr
- 4,018 Chilynn Acevedo
- 3,986 Andrew Hynan
- 3,903 Zackarea Hakim
- 3,895 Matthew Hunsberger
- 3,874 Stephanie Burghardt
- 3,838 Mayra Robles
- 3,829 Spencer Kozej
- 3,824 Marisa Willgruber
- 3,789 Ryan Witham
- 3,775 Aaron Friedlander
- 3,731 Timothy Welsh
- 3,611 Patrick Knouse
- 3,552 David Carpenter
- 3,542 Travis Picklesimer
- 3,541 Mark Bernsdorff
- 3,537 Eldine Mpanzu
- 3,476 Cartiza Rojas
- 3,461 Victoria Lewis
- 3,445 Joshua Jackson
- 3,433 Travis Vaughn
- 3,349 Nicole Preston
- 3,302 David Staffieri
- 3,301 Kathleen Mezik
- 3,296 Henry Jacobs
- 3,276 Havis Alvarado
- 3,223 Carlos Camacho Medina
- 3,222 Yael Enriquez
- 3,172 Sean Taylor
- 3,144 Evan Stewart
- 3,141 Anthony Salerno
- 3,110 Michael Cirelli
- 3,109 Jessica Chang
- 3,101 David Ferriolo
- 3,098 Ngan Pham
- 3,094 Jacob Krakora
- 3,080 Nick Scordos
- 3,076 Adem Abdula
- 3,075 William Parmeter
- 3,073 Bryce Engstrom
- 3,061 Malcolm Pasquier
- 3,032 Derek Johnson
- 2,998 Sara Vaz
- \$ 2,965 Priscilla Blanco
- 2,965 Kurt Evans
- 2,961 Kristi Basho
- 2,948 Michael Battaglio
- 2,924 Sean Gillespie
- 2,899 Justin Adams
- 2,879 Levar Morgan
- 2,875 David Bilotti
- 2,830 Jonathan Phillips
- 2,830 David C Williams
- 2,807 Nathan Hunt
- 2,800 Iv Menache
- 2,792 Evan Pinkerton
- 2,788 Daniel Perkins
- 2,748 Cynthia Sittig
- 2,738 Michael Burningham
- 2,735 Nixandra Caraballo
- 2,727 Tiffany Bertao
- 2,672 Jenny Kim
- 2,661 Brandon Summerton
- 2,649 Jhanna Valerio Vivas
- 2,644 Alipate Makaui
- 2,618 Nairobi Contreras
- 2,595 Vincent Massari
- 2,594 Reynolds Akuaoma
- 2,577 Awa Babou
- 2,573 Tyler McKnight
- 2,571 James C Romero
- 2,565 Phi Phan
- 2,551 Ireland Sirni
- 2,548 Aaron Piotrowski
- 2,544 Alan Sedaghat
- 2,518 Carrington Hanna
- 2,495 Jessica Kay
- 2,488 Venus Grier
- 2,463 Andi Iftiu
- 2,462 Daniel Pacheco
- 2,454 Jason Bratin
- 2,432 Kelly Schoenherr
- 2,426 Kevin Gillum
- 2,425 Heriberto Chavez
- 2,412 London Burnett
- 2,401 Thor Leighton
- 2,392 Razan Zarba
- 2,365 Ashlynn Orng
- 2,356 Bledar Bane
- \$ 2,354 Mathew Kahwaji
- 2,341 Dianka Blash
- 2,330 Jesse Doherty
- 2,287 Francesca Veltri
- 2,282 Christopher Larsen
- 2,281 Dillon Zartman
- 2,263 Sean Shephard
- 2,246 Christopher McGlynn
- 2,243 Jean M Joseph
- 2,211 Jamie Beuschel
- 2,148 Michael Botond
- 2,134 Katy Rivera
- 2,114 Lalitha Janardhanan
- 2,110 Paul Torman
- 2,065 Daniel Ramirez
- 2,055 Armando Aiello
- 2,047 Aubrie Ray
- 2,023 Luis Velasquez
- 2,022 Brent Henderson
- 2,019 Carey Hartman
- 2,017 Saury Espaillet
- 2,015 Jacqueline Kabluyen
- 2,011 Tanner West
- 2,007 Omar Billy
- 2,005 Andres Liranzo
- 1,988 Ryan Slone
- 1,968 Michael Russo
- 1,960 Herlin Celicourt
- 1,943 Kingsley Hansen
- 1,929 Brian Jerome
- 1,927 Ian Zollos
- 1,922 Laurence Moore
- 1,901 Erin Allen
- 1,882 Nikolla Lulgjuraj
- 1,881 Ransy Vazquez
- 1,876 Evan Donoghue
- 1,870 Colin Ghee
- 1,848 Brittmarie Yarian
- 1,830 Diego Vargas
- 1,820 Phillip Rigoli
- 1,801 Dustin Hess
- 1,801 Michael Geyer
- 1,800 Ryan Martin
- 1,792 Alexandria Greer
- 1,766 Pa Aliou Kasseh
- 1,755 Jason Green
- \$ 1,745 Taylor Ahlgrim
- 1,718 Matthew Bogle
- 1,697 Jadwiga Martins
- 1,696 Kelly Ekker
- 1,688 Jarrell Jackson
- 1,663 Reginald Flugence
- 1,641 Francis Ingulli
- 1,637 Kristi Mills
- 1,620 Natela Washington
- 1,616 Monica Montgomery
- 1,614 Mark Auvil
- 1,596 Beau Minnick
- 1,593 Cole Hatfield
- 1,590 Eddie Gonzales
- 1,583 Samantha Garcia
- 1,578 Jorge Toribio
- 1,556 Connor O'Donnell
- 1,555 Minh Phung
- 1,553 Bruno Nuro
- 1,541 Jonathan Ballard
- 1,540 Darrin Roberts
- 1,537 Ruben Terrero
- 1,533 Hasan Ghazal
- 1,527 Carlo Buhay
- 1,526 Bruce Viaje
- 1,526 Stuart Guthrie
- 1,523 Raul Pinto
- 1,521 Matthew Hudlin
- 1,513 Caitlin Roth
- 1,511 Michelle Olivo
- 1,505 Mariah Luquin Botello
- 1,494 Rea Lynch
- 1,480 Michael Romero
- 1,476 Matthew Ward
- 1,475 Kenneth Barker
- 1,469 Parveen Lakhani
- 1,468 Fouad Gerges
- 1,468 Jinelly Carvajal
- 1,457 Massoud Vaziri
- 1,457 Awbrei Vachon
- 1,447 Cross Steplowski
- 1,445 Ross Ewen
- 1,441 Tina Skalkos
- 1,439 Rodney Jones
- 1,424 Chris McFoy

- \$ 1,421 Kylee Blehm
- 1,412 Mario Borino
- 1,409 Thomas Agee
- 1,396 Kade Beck
- 1,375 Antonino Taormina
- 1,373 Rielly Maher
- 1,362 Tennon Mather
- 1,354 Sierra Kelsey
- 1,347 Matthew McDowell
- 1,346 Selale Booher
- 1,345 Cara DeFiore
- 1,335 Paige Zuzick
- 1,330 Jesus Parra
- 1,325 Susana Vargas
- 1,312 Lawrence Smith
- 1,309 Joshua Notte
- 1,307 Estephanie Montecillo
- 1,305 Katelyn Ucar
- 1,302 Sabrina Agostini
- 1,300 William Thomas
- 1,292 Tyler Tasa
- 1,281 Aliya Johansen
- 1,277 Austen Oakes
- 1,270 Ana Meza
- 1,265 Doron Freud
- 1,264 Morgan Lobello
- 1,255 Jenna Gula
- 1,253 Jordan Stelzer
- 1,251 Jessica Specht
- 1,249 Ariana Jones
- 1,244 Adam Wheeler
- \$ 1,232 Devon Chapman
- 1,231 Priscila Gonzalez
- 1,224 Mackenzie Burchett
- 1,223 Bradley Fordyce
- 1,219 Ashley Clarke
- 1,206 Alejandra Larez Morales
- 1,198 Jihad Ottallah
- 1,191 Sayed Hashimi
- 1,187 Colin Kowet
- 1,182 Kurt-James MacMillan
- 1,173 Vivian Trinh
- 1,166 Tanner Duy
- 1,160 Jonathan Conner
- 1,153 Laura Graham
- 1,151 Toni-Ann Allen
- 1,141 Marvin Fernandez
- 1,134 Erica Robertson
- 1,129 Christine Munroe
- 1,123 Daniela Rangel
- 1,117 Deanna Arceno
- 1,109 Shawn Lewicki
- 1,094 Carlos Colina
- 1,091 Kerry Zorns
- 1,085 Joseph Gojcaj
- 1,082 Rebecca Patterson
- 1,062 Alexander Gomez
- 1,057 Justin Sutton
- 1,057 Justin Maska
- 1,055 Maurice Brown
- 1,047 Taurean Flournoy
- \$ 1,046 Claude Hamilton
- 1,043 Christian Navarro
- 1,029 Carlos De Sousa Cardozo
- 1,024 Evelyn Leon-Perez
- 1,020 Darez Meriwether
- 989 James Sodan
- 989 Noah Vongunden
- 983 Rosa Teixeira
- 981 Michael Jang
- 981 Kadiatou Fofana
- 977 Devon Yarletts
- 974 Maria Martinez
- 971 Jonathan Jones
- 964 Aaron Patt
- 958 Kara Roenspies
- 944 Troy Williams
- 941 Jhon Escariza Contreras
- 939 Blair Sheppard
- 936 Edward Leon
- 934 Seth Frisby-Jack
- 903 Marvin Mondragon
- 897 Sergio Carta
- 896 Anneli Brandt
- 890 Molly Remhof
- 886 Patrick Sullivan
- 882 Jovanie Scarlett
- 882 Brenna Behan
- 876 Eric Snyder
- 874 Shahab Mahdavinejad
- \$ 872 Alfredo Garcia
- 860 Isaac Foster
- 859 Christina Salvatore
- 856 Devin Moore
- 851 Avion Johnson
- 842 Eric Peyton
- 841 Tyler Teague
- 832 Ronald Davis
- 828 Tyler Ortiz
- 825 Ashley Johnston
- 824 Caitlin Cassidy
- 823 Arianna DaLuz
- 822 Alexandra Berberich
- 816 John Tong
- 814 Joshua McTier
- 802 Zachery Kertulis
- 799 Corey Helly
- 799 Muzit Berhe
- 796 John Santosuosso
- 793 John Collins
- 789 Jonathan Giaco
- 785 Akinyemi Akinseye
- 783 Kurt Meaux
- 774 Jonathan Ojendi
- 773 Demarcus Oliver
- 767 Stephen Davis
- 765 Cory Moncol
- 762 Jenny Anderson
- 759 Dulce Paz
- 757 Anthony Williams
- 750 Jordan Jones
- 743 Luciano Valero Vidal
- \$ 742 Jacob Krieger
- 732 Ryan Jarvie
- 712 Johny Gerges
- 712 Daniel Levine
- 710 Angela Perez-Gomez
- 707 Jasmine Snell
- 703 Oliany Matos Abella
- 699 Daniel Arzate Roa
- 694 Ornela Martinaj
- 686 Elvis Cartaya
- 684 John Schaeffer
- 681 Christopher Rives
- 679 Rana Shirer
- 678 Tyler Lan
- 678 Alek Lichniak
- 676 Monica Lee
- 673 Ronald Tungol
- 668 Dmitry Pendro
- 666 Tristan A Smith
- 666 Victor Romero
- 661 Pretoria Samuel
- 661 Marvin Gonzalez
- 658 Rocky Allen
- 658 Savannah Schipman
- 654 Johnny Ly
- 651 Quashade Copney
- 648 Justin Schmidt
- 647 James Fangmann
- 646 Alessandro Succurro
- 646 Leticia Irving
- 630 Daniel Zotter
- 627 Thomas J Vena
- \$ 622 Asante Jackson
- 622 Ashkan Khoshmagham
- 620 Brandon Hamilton
- 608 Brandon Bennett
- 603 Jennifer Jantzen
- 602 Daniel Nava
- 599 Michele Faul
- 587 Rafael Sanchez Reyes
- 585 Dillon Kuehne
- 583 Jose Castillo
- 578 Andrew Chambers
- 577 Alexandra Longo
- 576 Daniel Arif
- 565 Robert Burns
- 565 Calvin Dickherber
- 562 Brian Morris
- 545 Anthony Solano
- 528 Hector Luque
- 525 Nabil Atallah
- 522 Steven Counts
- 518 Christina Babcock
- 517 Breyon Williams
- 515 Lawrence Hadley
- 513 Maria Bonilla Borrego
- 509 Jimmy Quifille
- 507 Stella Roznovan
- 502 Jadelene Welyt

# SA/9A DIRECT CODE FIELD TRAINING BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>SCOTT URBANOWICZ</b> \$16,707 Henderson-Locker	<b>JEFFERY MAY</b> \$4,832 S-S-Parks-Salvaggi	<b>MICHAEL LEWO</b> \$4,606 Henderson-Locker	<b>MICHAEL LOCKE</b> \$3,872 Prata-Wilson	<b>AMANDA KROG</b> \$3,695 AO

# R9A LEADERSHIP BONUS

<b>1</b>	<b>2</b>	<b>3</b>
		
<b>RYAN STENGLEIN</b> \$68,371 AO	<b>MARIO HAJRO</b> \$59,676 AO	<b>MARK NEILSON</b> \$46,054 AO

## SEPTEMBER BONUS LEADERS | PAYOUT: \$249,587 | QUALIFIERS: 400

<b>\$ 16,707</b> Scott Urbanowicz	<b>\$ 1,995</b> Quinn Boucaud	<b>\$ 1,413</b> Dalton Grohler	<b>\$ 1,064</b> Timothy Foote	<b>\$ 838</b> Josef Overton	<b>\$ 626</b> Arimar Ramirez
<b>4,832</b> Jeffery May	<b>1,952</b> Ryan Martin	<b>1,384</b> Logan Buckley	<b>1,049</b> Selina Maldonado	<b>824</b> Vanessa Rodriguez	<b>614</b> Blake McClain
<b>4,606</b> Michael Lewo	<b>1,928</b> Jason Musall	<b>1,362</b> Alex Jankowski	<b>1,044</b> Laurence Moore	<b>823</b> Danny Souri	<b>599</b> Benjamin Young
<b>3,872</b> Michael Locke	<b>1,899</b> Mackenzie Burchett	<b>1,346</b> Jeff Wentworth	<b>1,042</b> Regina Koonce	<b>819</b> Yasmeli Villasmil	<b>599</b> Bliss Jacobs
<b>3,695</b> Amanda Krog	<b>1,894</b> Jordan Bayles	<b>1,324</b> Gerardo Gonzalez	<b>1,035</b> Christopher Rives	<b>818</b> Brittany Brantley	<b>599</b> Endy Suriel
<b>3,634</b> Juan C Nunez	<b>1,807</b> Tanner West	<b>1,320</b> Rismary Colina Lopez	<b>1,019</b> Stephen Gordon	<b>813</b> Alexis Mena	<b>593</b> Todd Landow
<b>3,477</b> Marvin Fernandez	<b>1,673</b> Meredith Woolverton	<b>1,311</b> Jusem Hajali	<b>1,015</b> Nelson Sucre	<b>813</b> Ayisha Henry	<b>585</b> Dillon Kuehne
<b>3,309</b> Ana Meza	<b>1,655</b> Kevin Musai	<b>1,306</b> Olusola Awosanya	<b>1,003</b> April Gibson	<b>804</b> Sayed Hashimi	<b>579</b> Jin Chen
<b>3,147</b> Kerly Salazar	<b>1,649</b> Weena	<b>1,297</b> Gary Louis-Charles	<b>999</b> Dylan McKinney	<b>802</b> Jessica Yates	<b>576</b> Luis Gutierrez Jr
<b>3,072</b> Ryan Hritz	<b>1,649</b> Centeno-Wade	<b>1,291</b> Justin Sherman	<b>986</b> Jhon Escauriza	<b>796</b> Austen Oakes	<b>576</b> Derek Koppari
<b>2,847</b> Zakaria Elgahmi	<b>1,645</b> Tammie Sullivan	<b>1,291</b> Nicole Wright	<b>975</b> Kevin Beaver	<b>774</b> Woodrow Kincaid	<b>574</b> Alexandra Berberich
<b>2,844</b> Josefina Lugo	<b>1,644</b> Kyle Baggett	<b>1,260</b> Lukas Yoder	<b>967</b> Amy Hull	<b>735</b> Fabian Wilson	<b>561</b> Akinyemi Akinseye
<b>2,679</b> Nicole LePage	<b>1,642</b> Brittney Mizer	<b>1,259</b> Javier Contreras	<b>958</b> Samantha Garcia	<b>726</b> Kurt Meaux	<b>547</b> Brandon Bennett
<b>2,572</b> Milagros Paniccia	<b>1,604</b> Luciano Valero Vidal	<b>1,259</b> Mario Montes	<b>950</b> Marshall Fernandez	<b>720</b> Abraham El Refaei	<b>537</b> Braeden Gilbert
<b>2,352</b> Vincenzo Montaggioni	<b>1,599</b> Brandi Hambleton	<b>1,235</b> Santiago	<b>942</b> James M Hill	<b>718</b> Enoch Baiden-Nimene	<b>536</b> Brent Henderson
<b>2,339</b> Carlos De Sousa	<b>1,575</b> Noelia Chavez	<b>1,231</b> D' Audrey Gillard	<b>929</b> Henry Schwochow	<b>707</b> Kacie Converse	<b>533</b> Teresa Rasmussen
<b>2,324</b> Jose Cuellar	<b>1,568</b> Ruben Terrero	<b>1,212</b> Mitchell McLaughlin	<b>918</b> Jenny Anderson	<b>678</b> Anyelika Moreno	<b>532</b> Jesse Weaver
<b>2,259</b> Luke Reiter	<b>1,560</b> Justin Neal	<b>1,199</b> Cassidy Griffin	<b>915</b> Tyler Lan	<b>674</b> Joshua McTier	<b>531</b> Summer Bekhit
<b>2,171</b> Ryne Morozowski	<b>1,560</b> Race Rogers	<b>1,184</b> Micaiah Morrison	<b>898</b> Kaiden Herald	<b>673</b> David Garcia	<b>530</b> Ronyae Booker
<b>2,078</b> Courtney Weseman	<b>1,533</b> Jordan Schoof	<b>1,163</b> Kian Frost	<b>894</b> Amanda Urdaneta	<b>668</b> Kristi Mills	<b>523</b> Adam Johnson
<b>2,076</b> Carlos Colina	<b>1,530</b> Trea Fantin	<b>1,160</b> Melissa Grieb	<b>878</b> Alexander Nachman	<b>651</b> Katherine Carter	<b>522</b> Amalia Rodriguez
<b>2,067</b> Patrick Sullivan	<b>1,519</b> Brian Herb	<b>1,127</b> Benito Rivas	<b>871</b> Anna Hennessey	<b>646</b> Autumn Hoeffler	<b>516</b> Jeferson Rodriguez
<b>2,030</b> Jensen Symonds	<b>1,519</b> Lucinda Garcia	<b>1,117</b> Brian Tanner	<b>862</b> Marcus Pettigrew	<b>646</b> Jayvon Braxton	<b>513</b> Victoria Divinsky
	<b>1,464</b> Nicholas Geyer	<b>1,096</b> Ethan Tolbert	<b>862</b> Wendy Peragondej	<b>643</b> Rubi Bahena	
	<b>1,428</b> Dulce Paz	<b>1,090</b> Jacqueline Prieto	<b>848</b> Kylee Blehm	<b>634</b> Ashley Charriere	

## SEPTEMBER BONUS LEADERS | PAYOUT: \$840,868 | QUALIFIERS: 185

<b>\$ 68,371</b> Ryan Stenglein	<b>\$ 8,421</b> Britton Costa	<b>\$ 4,339</b> Anthony Mazurkewicz	<b>\$ 2,699</b> Clayton Slaughter	<b>\$ 1,683</b> Aaron Parks	<b>\$ 1,199</b> Erin Allen
<b>59,676</b> Mario Hajro	<b>8,387</b> Michael Cirelli	<b>4,266</b> Taulant Bane	<b>2,649</b> Klyo Vidal	<b>1,678</b> Matthew Diulus	<b>1,182</b> Hasan Ghazal
<b>46,054</b> Mark Neilson	<b>7,989</b> Jason Bratin	<b>4,084</b> Sokol Fazliu	<b>2,644</b> Paul Kelly	<b>1,663</b> Kade Beck	<b>1,157</b> Tim McAdams
<b>25,124</b> Andrew Bishop	<b>7,822</b> James Marks	<b>4,015</b> Brian Jerome	<b>2,623</b> Bruce Viaje	<b>1,625</b> Joshua Jackson	<b>1,153</b> Yussuf El-Zein
<b>23,479</b> Reynolds Akuamo	<b>7,666</b> Stuart Pagan	<b>3,926</b> John Santosuosso	<b>2,595</b> Giovanni Vacca	<b>1,616</b> Darrin Roberts	<b>1,129</b> Jeanine Barlettano
<b>19,559</b> David Carpenter	<b>7,611</b> Corey Helly	<b>3,903</b> Jessica Chang	<b>2,548</b> Noe Perez	<b>1,590</b> Raul Rojas	<b>1,117</b> Kevin Butchino
<b>19,448</b> Joshua Olin	<b>6,886</b> Alberto Alcalá	<b>3,895</b> Vincent Massari	<b>2,471</b> Alexis Pineiro	<b>1,568</b> Jean M Joseph	<b>1,102</b> Doron Freud
<b>17,363</b> Brody Maughan-Evanson	<b>6,843</b> Zach Otto	<b>3,849</b> Paul Samra	<b>2,462</b> Sergio Carta	<b>1,568</b> Claude Hamilton	<b>1,057</b> Robert Jackson
<b>17,076</b> Justin Adams	<b>6,554</b> Tyler Boulden	<b>3,829</b> Mark Bernsdorff	<b>2,432</b> Andrew Chambers	<b>1,521</b> Michael Russo	<b>1,055</b> Troy Williams
<b>16,172</b> Chase Miller	<b>6,405</b> Joe Lewo	<b>3,828</b> Gabriela Sime	<b>2,353</b> Sara Vaz	<b>1,513</b> Kwabena Antwi	<b>1,020</b> Bobby Park
<b>16,072</b> Melinda-Rae Lyse	<b>6,106</b> Scott Wheeler	<b>3,734</b> Joseph Tomanovich	<b>2,287</b> Johnny Ly	<b>1,512</b> Carmen Pena	<b>983</b> Peter Gabranski
<b>13,651</b> Adam Kidikas	<b>6,056</b> Bobby Gujral	<b>3,731</b> Kelly Ekker	<b>2,282</b> William Parmeter	<b>1,511</b> Magda Figueiredo	<b>974</b> Yael Enriquez
<b>12,654</b> Kimberly Hamilton	<b>5,984</b> Brent Bowling	<b>3,711</b> Jake Yagjian	<b>2,148</b> Alex Kae	<b>1,494</b> Michael Botond	<b>896</b> Juan Olvera
<b>12,157</b> Mike Paragiou	<b>5,984</b> Astrid Castrillon	<b>3,553</b> Patrick Knouse	<b>2,065</b> David Bilotti	<b>1,480</b> Romal Omid	<b>872</b> Taleb Jammoul Hajali
<b>11,867</b> David Quevillon	<b>5,490</b> Cody Gardner	<b>3,542</b> Tony Geer	<b>2,021</b> Mark Dushaj	<b>1,468</b> Daniel Orr	<b>832</b> Ed-Maggie Myrthil
<b>11,536</b> Justin Sutton	<b>5,179</b> Michael Gerstein	<b>3,541</b> Gregory Rudolph	<b>2,008</b> Ronald Rivera	<b>1,441</b> Bobby Hamilton	<b>816</b> Massoud Vaziri
<b>11,525</b> Christopher Hintz	<b>5,176</b> Jonathan Rindt	<b>3,407</b> Matthew Turnquist	<b>2,007</b> Randall Cook	<b>1,441</b> Nicole Preston	<b>802</b> Derek Foore
<b>11,374</b> Steven King	<b>5,167</b> Samantha Ralston	<b>3,407</b> Dustin Dunbar	<b>1,950</b> Daniel Zotter	<b>1,348</b> Patrick Donovan	<b>799</b> Devon Chapman
<b>10,584</b> Daniel Pacheco	<b>5,090</b> Eric Thompson	<b>3,269</b> Brandon Summerton	<b>1,890</b> Tyler Worstell	<b>1,347</b> Kamal Tayyib	<b>757</b> Ryan Crawford
<b>10,483</b> Jenny Kim	<b>4,978</b> Arif Hajro	<b>3,094</b> Zachery Kertulis	<b>1,881</b> David Wang	<b>1,346</b> Peter Kwiatkowski	<b>658</b> Ross Ewen
<b>10,142</b> Joseph Crivelli	<b>4,970</b> Evan Donoghue	<b>3,032</b> Stella Roznovan	<b>1,795</b> David Rigney	<b>1,345</b> Elvis Cartaya	<b>658</b> Conner White
<b>9,725</b> James Sodan	<b>4,916</b> Jeffrey A Smith	<b>2,965</b> Phi Phan	<b>1,766</b> Carlo Buhay	<b>1,302</b> Matthew Conrad	<b>521</b> Daniel Schwartz
<b>9,009</b> Luis Velasquez	<b>4,751</b> Marissa Neff	<b>2,815</b> Meaghan Krecsko	<b>1,745</b> Savannah Schipman	<b>1,251</b> Giovanni Diduro	<b>520</b> Shawn Lewicki
<b>8,678</b> Jeffrey Espinal	<b>4,485</b> Mark Lahijani	<b>2,807</b> Tucker Gregor	<b>1,732</b> Daryl Graham	<b>1,232</b> Omar Billy	<b>509</b> Darrell Asbell



# MGA/RGA GROWTH BONUS

## MGA

1  JONATHAN RINDT \$55,457 Simon Arias	2 LC  MARK BERNSDORFF \$54,505 Simon Arias	3  NICHOLAS CHUMA \$51,901 S-S-Bendure-Hartwig	4 LC  BRODY MAUGHAN-EVANSON \$50,451 Simon Arias	5  ARIF HAJRO \$49,904 AO
6  ALON BARNUR \$39,188 AO	7  MIKE PARAGIOU \$37,589 S-S-Parks-Salvaggi	8  CLAYTON SLAUGHTER \$36,364 Michael Vasu	9  GIOVANNI VACCA \$33,182 Tommy Vena	10 LC  MARK NEILSON \$32,219 AO

## RGA

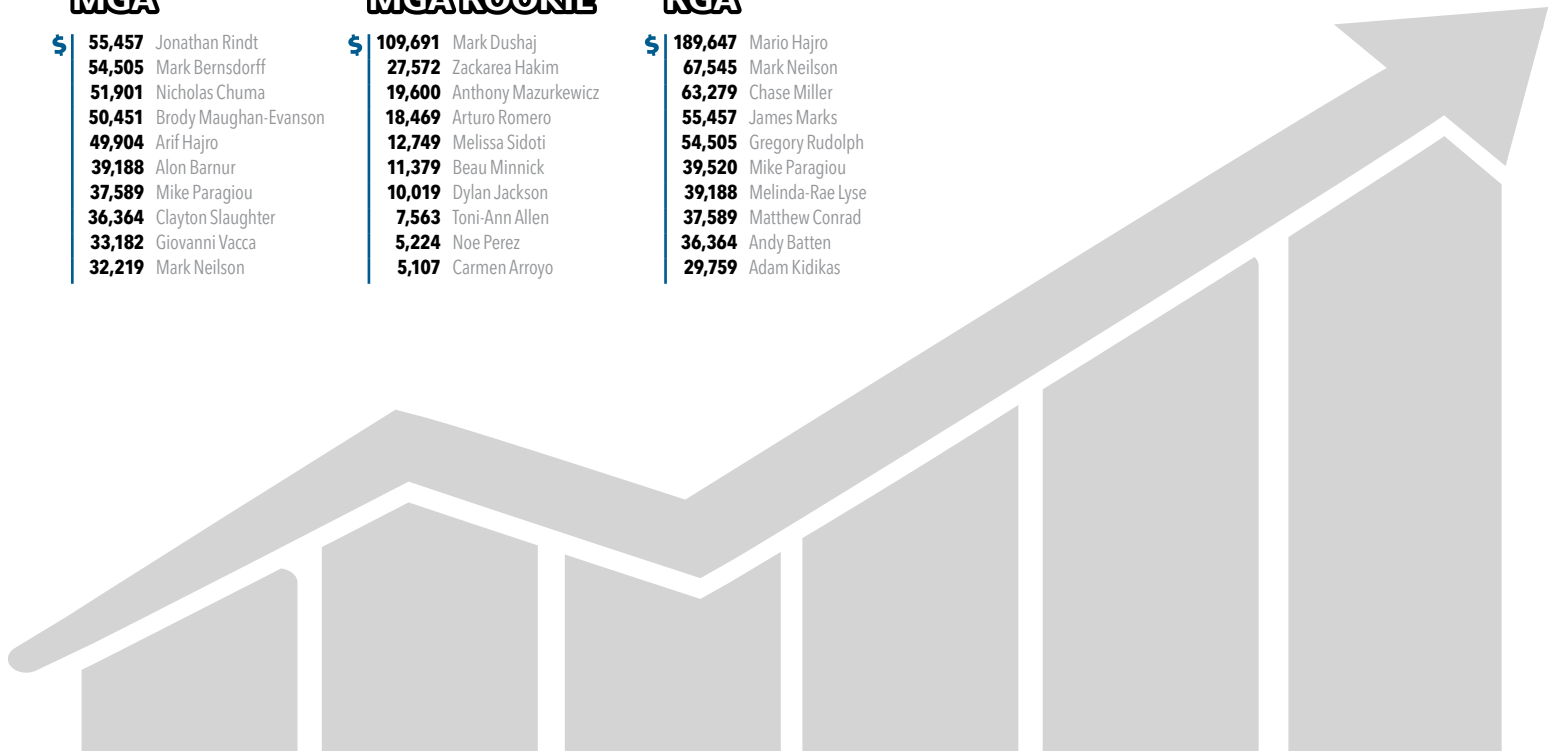
1 LC  MARIO HAJRO \$189,647 AO	2 LC  MARK NEILSON \$67,545 AO	3  CHASE MILLER \$63,279 S-S-Bendure-Hartwig	4  JAMES MARKS \$55,457 Simon Arias	5  GREGORY RUDOLPH \$54,505 Simon Arias
6  MIKE PARAGIOU \$39,520 S-S-Parks-Salvaggi	7  MELINDA-RAE LYSE \$39,188 AO	8  MATTHEW CONRAD \$37,589 S-S-Parks-Salvaggi	9  ANDY BATTEN \$36,364 Michael Vasu	10  ADAM KIDIKAS \$29,759 Josh West

## MGA ROOKIE

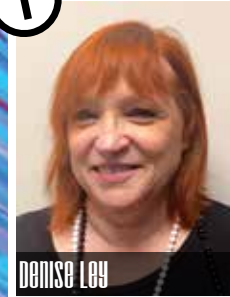




1  MARK DUSHAJ \$109,691 AO	2  ZACKAREA HAKIM \$27,572 AO	3  ANTHONY MAZURKEWICZ \$19,600 Giddens-Giddens	4 TPC  ARTURO ROMERO \$18,469 S-S-Parks-Salvaggi	5  MELISSA SIDOTI \$12,749 AO
6  BEAU MINNICK \$11,379 S-S-Bendure-Hartwig	7  DYLAN JACKSON \$10,019 Arias-Dlabik	8  TONI-ANN ALLEN \$7,563 Giglione-Ackerman	9  NOE PEREZ \$5,224 Saavedra-Longino	10 TPC  CARMEN ARROYO \$5,107 Theodore Pappas

## SEPTEMBER BONUS LEADERS | PAYOUT: \$3,016,585 | QUALIFIERS: 236

MGA	MGA ROOKIE	RGA
\$ 55,457 Jonathan Rindt	\$ 109,691 Mark Dushaj	\$ 189,647 Mario Hajro
\$ 54,505 Mark Bernsdorff	\$ 27,572 Zackarea Hakim	\$ 67,545 Mark Neilson
\$ 51,901 Nicholas Chuma	\$ 19,600 Anthony Mazurkewicz	\$ 63,279 Chase Miller
\$ 50,451 Brody Maughan-Evanson	\$ 18,469 Arturo Romero	\$ 55,457 James Marks
\$ 49,904 Arif Hajro	\$ 12,749 Melissa Sidoti	\$ 54,505 Gregory Rudolph
\$ 39,188 Alon Barnur	\$ 11,379 Beau Minnick	\$ 39,520 Mike Paragiou
\$ 37,589 Mike Paragiou	\$ 10,019 Dylan Jackson	\$ 39,188 Melinda-Rae Lyse
\$ 36,364 Clayton Slaughter	\$ 7,563 Toni-Ann Allen	\$ 37,589 Matthew Conrad
\$ 33,182 Giovanni Vacca	\$ 5,224 Noe Perez	\$ 36,364 Andy Batten
\$ 32,219 Mark Neilson	\$ 5,107 Carmen Arroyo	\$ 29,759 Adam Kidikas



# REINSTATEMENT BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>DENISE LEY</b> \$6,067 S-S-Parks-Salvaggi	<b>NICHOLAS GASPARRO</b> \$5,855 Sabrina Lloyd	<b>ORBY KELLEY</b> \$5,573 S-S-Bendure-Hartwig	<b>MIGUEL HERNANDEZ</b> \$4,791 Josh West	<b>ZENON ZORIJ</b> \$3,722 S-S-Parks-Salvaggi

## SEPTEMBER BONUS LEADERS | PAYOUT: \$106,136 | QUALIFIERS: 192

<b>\$ 6,067</b> Denise Ley	<b>\$ 1,862</b> Nabil Spahi	<b>\$ 1,206</b> Joseph B Smith	<b>\$ 770</b> Samson Adelufosi	<b>\$ 619</b> Steve Hartman	<b>\$ 564</b> Jon Golin
<b>5,855</b> Nicholas Gasparro	<b>1,816</b> Bradley Weigand	<b>1,205</b> Benjamin Newhouse	<b>758</b> Nadira Singh-Moon	<b>612</b> Megan Russell	<b>559</b> Toni-Ann Allen
<b>5,573</b> Orby Kelley	<b>1,784</b> Janice Moseychuck	<b>1,117</b> Karen Griffith	<b>757</b> Muhammed Ashraf	<b>600</b> Nikki Crosby	<b>552</b> Tina Saenz
<b>4,791</b> Miguel Hernandez	<b>1,619</b> Dason Phaul	<b>1,012</b> Joseph Faisant	<b>755</b> Bryan Juskiw	<b>598</b> Pamela Faircloth	<b>515</b> Valerie Ross
<b>3,722</b> Zenon Zorij	<b>1,592</b> James C Carter	<b>954</b> Ranjana Chopra	<b>738</b> Sabrina Ashraf	<b>592</b> Abraham El Refaei	<b>514</b> Danielle Anderson
<b>2,588</b> Sami Mogannam	<b>1,493</b> Mitchell Look	<b>871</b> John Orr	<b>688</b> Iffrah Tahir	<b>591</b> Dorota Rusew	<b>504</b> Tina Nelson
<b>2,377</b> Jack Keiderling	<b>1,485</b> Ryan Reutenauer	<b>870</b> Anna Midowicz	<b>673</b> Ellen Tuttle	<b>577</b> Andrew Brennan	
<b>2,131</b> Nicholas Beyer	<b>1,381</b> Elizabeth Keiderling	<b>832</b> Cody Toth	<b>668</b> Marc D'Emilia	<b>576</b> Jeremy Osborn	
<b>2,066</b> Jack Craig	<b>1,299</b> Loraine Patterson	<b>825</b> Scott Florin	<b>661</b> Maurice Baritz	<b>575</b> Diane Carrion	
<b>2,002</b> Isabella Celli	<b>1,235</b> Laurekins Pardovani	<b>802</b> Benjamin Giamalva	<b>629</b> Alipate Makaui	<b>572</b> Max Quasem	


















# 6 BONUS TOTAL: \$7,693,146

<b>WORLD'S GREATEST</b> \$2,057,282	<b>LEADERSHIP</b> \$1,422,687	<b>SA/GA TRAINING</b> \$249,587	<b>RGA LEADERSHIP</b> \$840,868	<b>MGA/RGA GROWTH</b> \$3,016,585	<b>REINSTATEMENT</b> \$106,136
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

# FOUNDERS CLUB

September Qualifiers-  
Outstanding Producers

	<b>Joshua Dishong</b> S-S-Bendure-Hartwig 8 Qualifications \$421,715 Net ALP 85.7 RET		<b>Marshall Fernandez</b> AO 3 Qualifications \$319,085 Net ALP 87.0 RET		<b>Meenakshi Chavis</b> Andrew McQuade 1 Qualification \$184,148 Net ALP 91.7 RET
	<b>Roger Fung</b> Mathew Hart 6 Qualifications \$159,683 Net ALP 82.1 RET		<b>Dillon Zartman</b> S-S-Bendure-Hartwig 3 Qualifications \$147,558 Net ALP 86.1 RET		<b>Trevor Bailey</b> Satti-Kanaan 3 Qualifications \$146,668 Net ALP 90.4 RET
	<b>Damaris Trejo</b> Sabrina Lloyd 1 Qualification \$135,048 Net ALP 86.8 RET		<b>Abraham Mogilevsky</b> Jamison Weatherspoon 2 Qualifications \$134,052 Net ALP 82.1 RET		<b>Evan Pinkerton</b> Simon Arias 1 Qualification \$121,907 Net ALP 84.2 RET
	<b>Alex Jankowski</b> Simon Arias 2 Qualifications \$117,197 Net ALP 85.9 RET		<b>Aref Sayegh</b> Satti-Kanaan 9 Qualifications \$111,059 Net ALP 90.5 RET		<b>Romal Omid</b> Mathew Hart 3 Qualifications \$108,910 Net ALP 82.1 RET
	<b>Kevin Ishikane</b> AO 6 Qualifications \$97,860 Net ALP 90.4 RET		<b>Max Quasem</b> Cohen-Velasquez 56 Qualifications \$95,493 Net ALP 93.7 RET		<b>Alex Miller</b> Cohen-Velasquez 4 Qualifications \$88,524 Net ALP 81.5 RET
	<b>Jadwiga Martins</b> AO 1 Qualification \$81,836 Net ALP 85.6 RET		<b>Erald Tomorri</b> AO 1 Qualification \$79,729 Net ALP 80.1 RET		<b>Muhammad Mansoor</b> AO 1 Qualification \$65,746 Net ALP 90.5 RET
	<b>Ryan Vance</b> AO 5 Qualifications \$65,030 Net ALP 83.1 RET		<b>Calvin Dickherber</b> S-S-Parks-Salvaggi 1 Qualification \$65,000 Net ALP 91.8 RET		

# MILLION DOLLAR CLUB

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



**Omar Hashimi**  
Andrew McQuade  
Contracted 3/19/03  
Qualified 9/30/22  
\$3,004,224 Net ALP



**Kasali Kotun**  
Williams-Musso  
Contracted 2/27/07  
Qualified 9/30/22  
\$2,012,117 Net ALP



**Riley Peters**  
AO  
Contracted 3/1/13  
Qualified 9/30/22  
\$1,001,560 Net ALP

## DIRECTORS OF THE MONTH



*Leaders growing leaders*



### Sales Director of the Month



**Jamie Winters**  
Jamie had 38.79% growth over September 2021.

### VP of the Month



**Fred Hadayia**  
Fred had 10.32% growth over September 2021.



# Is your *Spotlight* photo a tad **OUT OF DATE?**

Are you forever frozen in the past? Update your file photo, dudes and dudettes!

## Don't:

- WEAR HATS, SHADES, OVERCOATS
- MAKE HAND GESTURES
- CHOP YOUR HEAD OFF
- CROP YOURSELF OUT OF GROUP PHOTOS
- WEAR STRAPLESS TOPS
- SUBMIT PIXELATED OR BLURRY PHOTOS
- TAKE PHOTOS IN LOW LIGHT AREAS (LIKE YOUR CAR OR A RESTAURANT)
- STAND IN FRONT OF A WINDOW OR OTHER SOURCE OF LIGHT
- EDIT THE PHOTO IN ANY WAY PRIOR TO SENDING (TRUST US — WE GOT THIS!)
- ADD PHOTO FILTERS

## Do:

- WEAR PROFESSIONAL ATTIRE (DRESS SHIRT AND TIE MINIMUM FOR MEN)
- STAND IN FRONT OF A WALL OR NEUTRAL BACKGROUND
- HAVE SOMEONE ELSE TAKE THE PHOTO RATHER THAN A SELFIE
- SHOOT IN NATURAL LIGHTING
- BE IN A WELL-LIT AREA WITH THE LIGHT BEHIND THE PHOTOGRAPHER
- BE SURE YOUR CAMERA IS SET TO THE HIGHEST QUALITY/LARGEST IMAGE SIZE
- SMILE!

**Don't be a throwback — keep your headshot current!**



To submit a new headshot, email your photo to [pnevarez@ailife.com](mailto:pnevarez@ailife.com).  
Note: If you recently had a professional photo taken at Leadership Academy or other company meeting and you want us to use that, let us know which meeting and we'll hook you up!



# Make Tomorrow Better

– UPDATE –



## Park City, UT

The AIL-NILICO Executive Council donated \$11,967 to the Christian Center of Park City (CCPC) to benefit their Snacks in Backpacks program that provides supplemental nutrition to vulnerable children in collaboration with local school districts. Spouses and guests of meeting attendees also assembled food items for distribution through Snacks in Backpacks.

CCPC is a humanitarian community resource center that helps meet immediate and basic needs, as well as serving as a leading networker of community resources and offering counseling and care support.



## Irving, TX



Attendees of the Fall SGA meeting at Live! by Loews rolled up their sleeves to assemble lunches for Tango Charities' Feed the City program. Tango Charities focuses on providing healthy and nutritious meals to local communities.

Our donations went toward the purchase of a new food truck and trailer to help reach those in need in the DFW area. The full amount needed for the food truck and trailer was \$75,000 and AIL-NILICO blew past that with \$82,090!



# STAYING ACCOUNTABLE FOR SUCCESS



### David Zophin

President  
American Income Life &  
National Income Life Divisions

I had gotten a bit lax when it came to eating healthy and balancing that with my physical activity. Back-to-back trips to wonderful places, lavish dinners out with contest winners ... it was wonderful! Until the day came when I realized I didn't feel all that good and there was a whole section of my closet with clothes that didn't feel or look very good either.

After a time of denial (which just made it worse), I finally stopped BSing myself. I realized my situation was the result of my choices and decisions. I took accountability

for my situation and said enough is enough. I'm proud to say I am down 30 pounds since July and I feel so much better. And honestly, it wasn't all that hard once I put my mind to it. What it took was looking at my situation to gain a new perspective. From there, I developed a mindset for success, made a plan, and followed through with actions.

These same principles can be applied to our company and each of us.

While it's true that COVID changed the way we do business forever — in some ways for the very best — a lot *didn't* change, starting with the core of what we do, which is helping to protect working families. But to keep pace with our mission and our vision of being a billion-dollar company, we must grow. For the Company to grow, each of us must be accountable for our own choices and ways of doing things. Each of us must grow our mindset and put that into action. In other words, if each of us as individuals doesn't grow, neither

does the Company. Globe Life expects us to achieve 10%+ growth annually, and we can't do it unless each of us is accountable.

Whether you are a new agent or are in a leadership role, are you leading yourself to what YOU need to be doing? Is what you're doing contributing to your growth, that of your team, and that of your SGA office? These are the questions we need to each ask ourselves, then make a plan and shift our mindset to execute whatever corrective actions are needed. The sooner you stop BSing yourself, the sooner you free your mind to effect any changes that need to take place for you to function as the best version of yourself and our Company to really make a BIG difference!

Let's make sure we all move with **GAMESPEED** as we tweak and implement everything necessary to end the year strong and create explosive growth in 2023.

I promise the best is yet to come! 🚀



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# SEPTEMBER TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



## ROOKIE PRODUCER

**MARSHALL FERNANDEZ**  
\$58,786 NET ALP



## VETERAN PRODUCER

**DANIEL PARAVISINI**  
\$230,521 NET ALP



## SA

**SCOTT URBANOWICZ**  
\$85,240 1ST 6 MONTHS



## GA

**MICHAEL LEWO**  
\$74,766 1ST 6 MONTHS



## MGA CATEGORY I

**RYAN STENGLEIN**  
52.2% GROWTH



## MGA CATEGORY III

**CLAYTON SLAUGHTER**  
49.7% GROWTH



## RGA CATEGORY II

**RYAN STENGLEIN**  
15.9% GROWTH



## RGA CATEGORY I

**MIKE PARAGIOU**  
13.4% GROWTH



## PR REP CATEGORY I

**MALKA ARONY**  
5,691 CARDS



## SGA CATEGORY IV

**ALBERT SERUR**  
128.4% OBJECTIVE



## SGA CATEGORY II

**HENDERSON-LOCKER**  
114.0% OBJECTIVE